

There's a New Team in Town



by Alexandra Wood
Export Financing Division
(TBF)

L to R: Bill Reid, Ed Wang, Alexandra Wood,
Jean-Louis Giroux, Céline Boies

WHAT IS TBF's IFI UNIT?

We are the Department's International Financial Institutions (IFI) Unit within the Export Financing Division (TBF).

WHAT'S NEW AT TBF's IFI UNIT?

TBF's IFI Unit has a new team with a new approach. The Unit is a focal point for IFI-funded business development within Team Canada Inc. This includes contracting opportunities for goods and services resulting from IFI loans, as well as direct contracting with IFIs and UN agencies. The challenge is to get more Canadians to pursue and win these export sales leads. TBF's value added in this process is to support posts and raise awareness among our partners by integrating IFI-funded procurement into existing Team Canada Inc operations.

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WHERE IS TBF's IFI UNIT HEADING?

TBF will take the lead, working with posts, OLIFIs, geographics, ITCs, provinces, and with Trade Team Canada Sector Teams to identify and qualify downstream export sales leads. TBF will also work with IBOC, TCM and others to disseminate these leads.

In collaboration with the Centre for International Affairs Learning and Management Development (CFSD), the geographics and posts, TBF will provide training at headquarters and abroad. To reinforce the training program, TBF recently launched the IFI Toolbox on HORIZONS under "Post Support Tools."

To further promote awareness, TBF will participate in selected outreach events in Canada. Early in the new year, IFInet will be Team Canada Inc's gateway to information on IFI-funded and UN business. It will no longer include projects in the pipeline since these can now be found on the IFIs' Web sites. To view a demo, go to <http://198.103.104.95/demo/IFI/menu-e.asp>.

TBF also maintains a database of contracts awarded to Canadian companies by the IFIs. This enables us to analyze the data and conduct targeted client consultations to better understand our client base and tailor our program. An IFI Advisory Group is being set up to address your needs and those of our partners. Let us know if you would like to contribute to this Group.