

IBOC Company Checks

by Sheila Johnson

– Helping you locate Canadian companies

In the last issue, we covered the Regular Company Data Check. This issue covers Specialized Company Data Checks. If you receive requests similar to those outlined on page 3, contact IBOC for assistance in providing a comprehensive response.

IBOC offers a service called the Specialized Company Data Check. This service has evolved in response to requests for more comprehensive information about Canadian companies. In partnership with the Departmental Library, the Post Support Unit and other divisions, IBOC ensures that detailed information is researched, reviewed and prepared to meet your needs.

For example, when you want information on a company's financial status, IBOC turns to Dun & Bradstreet, which prepares a detailed Business Information Report (BIR). It takes anywhere from one to ten business days to process these reports. Once in the IBOC, the BIR is reviewed to ensure that it contains the required information, and is then quickly delivered to you. When submitting a financial background request, be sure to send us as much detail as possible about the Canadian company, and explain why you need the report. We will do the rest.

Copyright laws prevent you from photocopying the report for your client, although you may share and discuss the information with them.

Periodically, IBOC receives requests from various posts for comprehensive and financial information on the same Canadian company. Depending on the circumstances, this may indicate that a more in-depth investigation is required. In such situations, IBOC often refers the request to appropriate divisions within DFAIT, or to other organizations for specialized, ongoing follow up. IBOC has agreements in place with several partners for this type of specialized research. If your Specialized Company Data Check is referred for more in-depth research, you will be advised.

Keep in mind that IBOC officers are experts at what they do – researching, sourcing and matching. If you have a client who is looking for a wide range of information about a Canadian company's history, productivity, innovation or degree of community involvement, IBOC can also help. We have the research skills needed to comprehensively search the Internet, databases and hard copy directories, and can uncover additional information from such sources as newspaper and magazine articles, annual reports or other types of company profiles.

This is the second in a series of articles designed to explain the services of the International Business Opportunities Centre.

For example, IBOC has acquired access to the Canada Insolvency Name Search Database of the Office of the Superintendent of Bankruptcy, which allows IBOC officers to rapidly uncover recent bankruptcies.

How to contact IBOC

The easiest way to submit a request is to use the electronic Sourcing Request Form, which is available via WIN Exports 4 (click on IBOC to start) or via the Signet CD (click on Trade Apps to start). From either application, click on Sourcing Request, File and New Form, then fill in the necessary fields and select Send to IBOC.

You may also forward your request by fax: (613) 996-2635 or by e-mail: iboc@dfait-maeci.gc.ca.



So What's New?

- *Y2K guidelines*
- *Client Survey Results*
- *TCS canned presentations*
- *Trade Outreach Program*

<http://intranet.lbp/horizons/whatsnew-e.asp>