



by promoting enhanced R&D and commercial linkages between Canadian and French firms, in particular supplier relationships between Canadian suppliers and large French prime contractors and major subcontractors. This can be achieved through direct bilateral co-operation and discussions and through participation in the activities of ESA. Discussions must continue with France (and other ESA member states) to seek a significant improvement of Canada's industrial return in the near term.

B. Constraints

France acknowledges particular difficulty in deriving sufficient downstream economic benefits from its substantial spending, and success, in fundamental research. A new high-level strategy is intended to address these concerns.

The present economic difficulties in France will modestly reduce public sector R&D spending, but company spending on research has been more seriously affected. Although this is a constraint, it also represents an incentive for both French and Canadian stakeholders to seek mutually beneficial collaboration.

Research funding for specific projects is becoming tighter, but good, mutually supported projects can usually be financed. Resources come from companies themselves; from Canadian government programs such as Technology Partnerships Canada, the Industrial Research Assistance Program and Canada's contribution to ESA; for university researchers from the granting councils; or for government researchers through their

regular funding channels, which normally accommodate international collaboration, such as Agriculture and Agri-food Canada's matching funds program.

The most difficult step in technology partnerships is to identify the best collaborator possible. This requires an investment of time to filter potential partners, evaluate common interests and reach mutually beneficial agreement. Careful attention must also be paid to intellectual property rights.

Technology relationships between Canada and France benefit from the natural Quebec-France linkage but could be usefully enhanced by increased contacts throughout Canada.

C. Five-Year Objectives

The mission of the Space, Science and Technology Program at the Canadian Embassy in Paris is to ensure Canadian access to the key French and European technologies essential for the future well-being of the Canadian economy.

Accordingly, quantitative objectives over the next five-year period are to:

1. Identify, in the near term, new space projects that can be undertaken by the Canadian and French space agencies in support of mutual interests and priorities, establish Canadian space companies as strategic and privileged suppliers and partners to large French prime contractors and major subcontractors, and examine with France (and other ESA member states) ways to improve Canada's industrial return in ESA;

