

NAFTA AND BUSINESS AND PROFESSIONAL SERVICES

THE CANADIAN INDUSTRY

- ◆ Total Canadian exports of services to all countries of \$23.4 billion.
- ◆ Business and professional services account for 20% of all Canadian service exports.
- ◆ Canadian service sector strengths include technical and consulting services related to mining, forestry and agriculture; hydro-electric power generation and distribution; exploration services; engineering and environmental services; resource-based scientific services; telecommunications; computer communications and software; training and education; and biotechnology services.
- ◆ The Canadian consulting engineering industry ranks among the most developed in the world, earning over \$590 million on foreign projects.
- ◆ The surveying and mapping geomatics industry has export revenues of \$92 million.

WHAT'S IN THE AGREEMENT

- ◆ Obligation to develop mutually acceptable professional standards and criteria, requiring that licensing criteria be objective and transparent. Provincially regulated professions encouraged but not forced to recognize credentials from other NAFTA countries.
- ◆ Removal within two years of citizenship requirements for the licensing and certification of professional services.
- ◆ Commitment to develop procedures for the temporary licensing of foreign engineers.
- ◆ Improved temporary entry provisions for business visitors, traders and investors, intra-corporate transferees and more than 60 professions. Duty-free access for equipment and samples accompanying business visitors.
- ◆ A comprehensive chapter on intellectual property rights to protect inventors and creators (e.g., of computer software).

BENEFITS FOR CANADA

- ◆ Enhanced access to government procurement opportunities in the U.S. and Mexican markets for a range of service providers, including computer software firms, architects and engineers.
- ◆ Mexico's developing economy will require an increasingly broad range of service sector assistance, bringing new opportunities for Canada's consulting service providers.