- Over the past decade, IT imports have outpaced export growth. Consequently, Canada has an IT merchandise trade deficit (1991 - $6.2 billion) that grew about 10% a year through the 1980s.

- The industry in Canada, relative to its foreign competition, has been less successful in adapting to changing demand patterns, improving productivity, and thereby in raising its share of growing foreign markets.

- The IT industry in Canada is composed predominately of small and medium-sized enterprises (SMEs), Northern Telecom and approximately 30 subsidiaries of foreign MNEs. A significant portion of Canada's IT trade is between the subsidiaries of these global corporations.

- Thirty-five percent of all Canada's industrial R&D is performed by the IT sector. (12% of revenue average).

GOALS

- To assist Canadian information technology industry **double** its world market share by the year 2000, by focusing on opportunities matched to Canada's strengths.

- To assist **5,000** SMEs become internationally competitive by the year 2000, by focusing on management improvement and the application of information technologies.

PROGRAMS AND SERVICES

- Sector Campaigns: Microelectronics, Software, Photonics
- Advanced Manufacturing Technology Application Program (AMTAP)
- Manufacturing Visit Program (MVP)
- Strategic Technologies Program (STP) - PRECARN, IRIS.
- Federal Artificial Intelligence Research Fund
- Microelectronics and Systems Development Program (MSDP)
- Canadian Network for the Advancement of Research, Industry and Education (CANARIE)
- Workshops on Informatics for Senior Executives (WISE)
- Manufacturing Assessment Services (MAS)

INITIATIVES

- Mandate for Export and Research and Development in Information Technology (MERIT)
- Canadian Telecommunications Action Committee (CTAC)
- Strategic Microelectronics Consortium (SMC)