

Trinidad and Tobago, Canada sign ICT MOU

A memorandum of understanding (MOU), signed in August between Canada and Trinidad and Tobago, is expected to create important business opportunities for Canadian firms. Industry Canada signed with Trinidad and Tobago's Ministry of Public Administration and Information in support of that country's national information and communications technology plan.

The plan reflects the Trinidadian government's effort to transform the country into a knowledge-based society by 2008, providing the people of Trinidad and Tobago with a Canadian-style "connectivity roadmap" to connect people, communities, business, government and educational institutions through an integrated technology network.

Opportunities

In July, Trinidad and Tobago initiated the procurement process under

international tender for goods and services worth \$80 million, with implementation in 2005. Trinidad's ICT plan is backed by funding support from the Inter American Development Bank.

The MOU acknowledges Canada as one of the most connected countries

in the world and recognizes its wealth of experience in e-government. **For more information**, contact Michaeline Narcisse, Canadian High Commission in Trinidad and Tobago, e-mail: michaeline.narcisse@international.gc.ca, Web site: www.fastforward.tt.



At the signing of the Trinidad and Tobago-Canada ICT MOU were, seated from left: Arnold Piggott, Trinidad and Tobago's High Commissioner to Canada; Jacqueline Wilson, Trinidad's Permanent Secretary in the Ministry of Public Administration and Information; Michael Binder, Industry Canada's Assistant Deputy Minister for Spectrum, Information Technologies and Telecommunications; and Louis Vadeboncoeur, Acting Chief Executive Officer, Consulting and Audit Canada. Standing, from left: Ram Narayan and Mark Lusignan, Consulting and Audit Canada.

Malaysian company seeks business partner

Malayan Adhesives & Chemicals, an established chemicals company based in Malaysia, is seeking business partners to form manufacturing joint ventures, trading/distribution or licensing agreements related to resins and specialty fillers for the composites, wood-based and paper manufacturing industries. The company's products are sold throughout Asia, Europe and North America, and boasts an established base of manufacturing facilities, offices, warehouses, sales and technical personnel, and distribution channels.

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One of the secrets of export success is the Virtual Trade Commissioner

It's easy to see why Bluedrop Performance Learning has maintained a client roster that includes Sony, Cisco, Dell and Microsoft. In just over a decade, Newfoundland-based Bluedrop has forged its way to the top, becoming an award-winning company with offices across North America, providing e-learning expertise to the global leaders of six different industries, from software to electronics.

When it comes to developing export business, a look inside the company reveals a team that knows its stuff. Bluedrop CEO Emad Rizkalla and his associate Richard Haywood are quick to spot and utilize resources that might help expand their business abroad—and their choices have paid off. Export sales now account for close to 60% of the company's annual revenues.

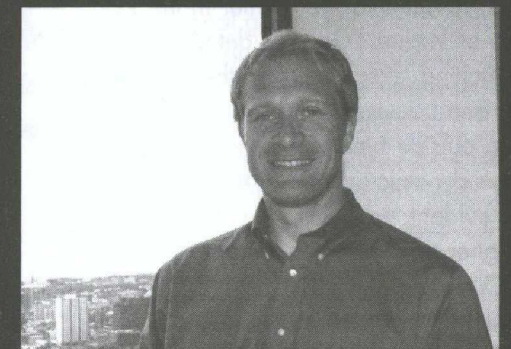
Bluedrop has developed a number of successful habits and resources that have helped them succeed internationally—one of them is the Virtual Trade Commissioner.

Bluedrop uses the Virtual Trade Commissioner to acquire market intelligence and as a research tool. They're also requesting services from trade commissioners covering their markets, such as Tom Palamides in Los Angeles and Lynda Watson in Washington D.C. "We know there are other services and features of the Virtual Trade Commissioner available to us," says Haywood, "and we plan to make full use of them as the market research reports have already proved quite useful to us. We have always been satisfied with the services provided by trade commissioners like Tom and Lynda, and it's great to think that we can get those same services on-line, quickly and conveniently, 24 hours a day, seven days a week, through our Virtual Trade Commissioner."

"The Virtual Trade Commissioner provides us with a regional and sector-specific focus for the U.S., which is our main export market. This focus allows us to target individual markets within the U.S. more accurately and obtain targeted export services and information."

Richard Haywood
Bluedrop Performance Learning
www.bluedrop.com

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