

As an indication of the types of CIDA/INC assistance available to Canadian firms, the following are various mechanisms which support private sector investment as outlined above, as well as the Canadian Project Preparation Facility.

a) Starter Studies, Viability Studies, Project Support

Up to \$365,000 is available from CIDA/INC to Canadian firms which wish to investigate fully the viability of some form of investment in eligible developing countries.

- Up to \$15,000 towards the cost of initial discussions (starter study);
- Up to \$100,000 to reach the stage of a written agreement which is acceptable to the investment coordinating authorities in the host country as well as to the Canadian firm and its investment partner in that country (viability study);
- Up to \$250,000 to consolidate the technology transfer (project support).

b) Canadian Project Preparation Facility (CPPF)

The CPPF is used mainly for pre-feasibility studies by consultants who hope to obtain contracts from the downstream full-fledged feasibility studies for capital projects in developing countries. Such projects are often funded by international financial institutions such as the World Bank and Asian Development Bank. Pre-feasibility studies may also identify future opportunities for other Canadian companies, in particular equipment suppliers.

For details on accessing CIDA/INC facilities, for projects in South-East Asia, contact Lance Bailey, (819) 997-0565, or Rick McTaggart, (819) 997-0562. Both are at the following address:

Industrial Cooperation Programme
Canadian International Development Agency
200 Promenade du Portage
Hull, Quebec
K1A 0G4

B.4 CANADIAN COMMERCIAL CORPORATION (CCC)

The CCC is a federal crown corporation which may act as the prime contractor when foreign governments and international agencies wish to purchase goods and services from Canadian sources on a government-to-government basis.

In responding to such requests, CCC identifies Canadian sources, obtains bid opportunities for suppliers, and certifies their capability to perform. In addition to participating in negotiations, the Corporation follows through on contract management, inspection, acceptance, shipping, payment to suppliers and collection from customs. Its participation helps to reduce the complexity of export sales for Canadian firms and often