

The Canadian International Development Agency (CIDA) administers most of Canada's international development assistance programs in more than 100 developing countries. Many of these programs rely on support from Canadian businesses — through consultants, contractors and suppliers. You can contact CIDA directly or access the government's Open Bidding Service (OBS) for contracts valued at more than \$100 000.

**Contact:**

OBS: Tel.: 1-800-361-4637; (613) 737-3374 from Ottawa-Hull region  
Internet: <http://www.obs.ism.ca>

CIDA: Contracting Management Division  
Tel.: (819) 997-7778; Fax: (819) 994-5395  
Internet: <http://www.acdi-cida.gc.ca>

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The Industrial Cooperation Program (INC) assists Canadian firms to establish long-term business relations with partners in developing countries. By encouraging and supporting socio-economic development abroad, INC promotes job creation in Canada and assists Canadian firms to enter some of the world's fastest-growing markets.

**Contact:** CIDA, Enquiries and Services to the Public  
Tel.: (819) 997-5006; Fax: (819) 953-6088  
e-mail: [info@acdi-cida.gc.ca](mailto:info@acdi-cida.gc.ca)  
Internet: <http://www.acdi-cida.gc.ca>

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If you are a small or medium-sized exporter, the Program for Export Market Development (PEMD) can provide conditionally repayable funding to help you expand into export markets. PEMD is designed to increase the sales of Canadian goods and services abroad by enabling new exporters to visit potential markets or participate in international trade fairs, and by assisting companies in preparing bids against international competitors for major capital projects outside the country.

**Contact:** The International Trade Centre nearest you or the InfoCentre