

NATO Purchases \$ Millions in Goods, Services

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Pursuing Opportunities

To find out about opportunities, interested parties should observe the following:

- Contact specific NATO agencies to familiarize them with your company's capabilities.
- Requests for proposal are sent to the Canadian delegation to NATO and to Canadian embassies in countries where procurement occurs for onward transmission to companies.
- A handout relating to pursuing NATO business is also available to interested Canadian companies.
- Many Canadian firms find it useful to consider teaming with a large prime contractor for major systems work, on the basis that Canadian expertise tends to be of a niche variety.
- On some projects, it is helpful to have companies from several nations represented.

It should be noted that NATO still works in a classified environment. Any firm interested in doing business with NATO is encouraged to contact Supply and Services Canada/Industrial Security Branch (819) 956-3696 or (819) 996-3691 to arrange for clearance.

For further information on NATO procurement, contact (in Ottawa):

John Neri, External Affairs and International Trade Canada. Tel.: (613) 996-3518; or (in Brussels): David Collins, Counsellor, Delegation

of Canada to North Atlantic Council, B1110 Brussels, Belgium. Tel.: (32) (2) 216-0346. Fax: (32) (2) 245-2462.

- U.S. Market Studies - Available through *Info Export*

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