

2) Outcall Data Template

Date of outcall:	ESIDUA
Company:	Web site:
Company official(s) interviewed:	_Fax:
Trade commissioner:	Contact at headquarters: Number of employees at headquarters:
Outcall objectives: Reason(s) for outcall Company's key interest	Corporate president and CEO: Chief Financial Officer: General Information about the Company:
Outcall summary:	
Do you think the company is interested in partnering? Why?	Information about the industry:
 If so, is it a short, medium, or long-term possibility? Focus on the following points: 	
 What are the company's procurement/investment/research plans 	Description of the industry:
What are the company's strengths and areas of expertise?	
 How can this company help our Canadian client implement its International Business Development strategy? 	Who are the company's major competitors in