

## 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:
<ol> <li>If so, is it a short, medium, or long-term possibility? Focus on the following points:</li> </ol>	
<ul> <li>What are the company's procurement/investment/research plans</li> </ul>	Description of the industry:
What are the company's strengths and areas of expertise?	
<ul> <li>How can this company help our Canadian client implement its International Business Development strategy?</li> </ul>	Who are the company's major competitors in