

For more information on CIDA support mechanisms, contact (specifying the target country):

The Industrial Co-operation Division
Canadian International Development Agency
200 Promenade du Portage
Hull, Quebec K1A 0G4
Telephone: (819) 997-7775
Fax: (819) 953-5024

or call Public Enquiries Service for information on the CIDA-INC program and other CIDA programs at (819) 997-5006.

Business Development Bank of Canada

As a Crown Corporation, the Business Development Bank of Canada (BDC) promotes the creation and development of SMEs by providing specialized financing and a wide range of business counselling, training and mentoring programs. BDC offers a one-stop-shopping approach to help entrepreneurs which combines both financial and management services.

For exporters, BDC's support is designed to meet the needs of businesses preparing first-time forays into foreign markets as well as those already exporting. The Bank's **New Exporters Training and Counselling Program (NEXPRO®)** focuses on broadening participants' export knowledge and developing their export skills. Through a combination of group workshops and one-on-one follow-up counselling sessions, NEXPRO helps enterprises to identify their export potential, develop export plans and implement successful export strategies.

BDC also offers a wide range of innovative financial services to meet the special needs of enterprises at all stages of the exporting process, from research and development to production and

shipment. These services include term loans, working capital loans, Venture Loans®, Patient Capital® Loans and Venture Capital.

For more information on the Business Development Bank of Canada, contact the nearest BDC branch or call, toll-free, 1-888-INFO-BDC (1-888-463-6232).

Multilateral Development Banks

Canada is a donor member of a number of multilateral institutions that finance physical and social infrastructure projects throughout the developing world. The World Bank Group, based in Washington, D.C., is the largest of these institutions. Others include the Asian Development Bank (Manila), European Bank for Reconstruction and Development (London), Inter-American Development Bank (Washington), Caribbean Development Bank (Barbados) and African Development Bank (Abidjan). Their activities generate substantial procurement opportunities for Canadian suppliers of goods and services, which are normally awarded on the basis of international competitive bidding.

Interested firms with relevant expertise are encouraged to seek the assistance of the commercial divisions of Canadian embassies or high commissions in specific borrowing countries for their assistance with marketing initiatives. As well, the Canadian embassies in Washington, Manila and Abidjan, and the Canadian High Commission in Barbados, include specialist staff who provide support and commercial counselling that is focused on the institutions in these cities. Consultants should register with those institutions that are of interest to them.

Further information on procurement opportunities with the multilateral development banks is available from the InfoCentre (*see below*).