

- Be familiar with IFINet ([www.dfait-maeci.gc.ca/ifinet](http://www.dfait-maeci.gc.ca/ifinet)) and the Web sites for the Export Development Corporation, the Canadian International Development Agency and the Canadian Commercial Corporation. They offer valuable information for companies interested in International Financial Institution projects.
- Monitor and report on International Financial Institution projects in your territory that offer good opportunities in sectors where Canadian capabilities are strong.
- Routinely contact local project-executing agencies.
- Develop an inventory of contacts to whom clients can be referred (e.g., the project contractor, representatives of International Financial Institutions, national banks and local partners.)
- Be alert to instances where two or more Canadian clients may be bidding on the same contract. When this is the case, you must respect the confidential nature of the client's plans, market strategies and activities, and any other information obtained from the client regarding projects.
- In cases where it would be in Canada's interests for the companies to join forces and submit one "Canadian" bid, make an exploratory approach to each client without disclosing names and other details. If the clients agree to discuss a joint approach, allow them to reach their own decision. Whether the clients proceed independently or jointly, provide service without favouring one company over the other.
- Advise Canadian clients who have a reasonable chance of succeeding on a specific project to visit the territory as soon as possible to:
  - initiate face-to-face meetings with local contacts;
  - select a partner; and
  - demonstrate commitment through its presence in the marketplace.