

FUTURE STRATEGY

The various initiatives put in motion by the *Action Plan* are first steps on the path towards optimizing Canada's export potential.

With respect to the *Road Map*, the Info Group has a meeting scheduled for January, 1995 to begin work on *Road Map* Phase II. An assessment will be made of the value, strengths, and aspects to be improved in future versions of the Road Map. In addition, the number of participants is expected to be widened into the private sector to encompass other financial institutions such as Private Credit Insurers, Chambers of Commerce, Accountants, Lawyers, Consultants, Industry and Trade Associations as well as other appropriate Government departments such as Customs & Excise, Agriculture, Revenue Canada etc. Many of the foregoing would probably welcome a more active role in Road Map drafting as well as final distribution.

The *IBB* will be tested further and refined with the passage of time. Exporter satisfaction with the *IBB* will be assessed and improvements will result from exporter comments.

The Cross-Training Task force will continue to examine ways in which banks/financial institutions, Government, Crown Agencies, and Trade Commissioners can improve the understanding of each others roles to improve the level of service which is provided to SME exporters.

If the results of an EDC/Bank account receivable guarantee product test show that the program is feasible it will, following refinement, be rolled out throughout bank branch networks.

Finally, the EDC/Bank SME Risk-Sharing Framework is a positive development towards increased cooperation, for the advantage of the exporter, in the field of export finance. Formalized risk-sharing will be an evolutionary process. As the process continues, DFAIT and other interested departments will continue to watch and where necessary, help guide the process.