



Finding Aid Market Opportunities

Leigh Wolfrom
IFI BOOTCAMP
Victoria, BC
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Department of Foreign Affairs
and International Trade

Ministère des Affaires étrangères
et du Commerce international

Canada



The Aid Market

- Business opportunities created by the transfer of humanitarian and development assistance as:
 - equipment
 - technical assistance
 - finance



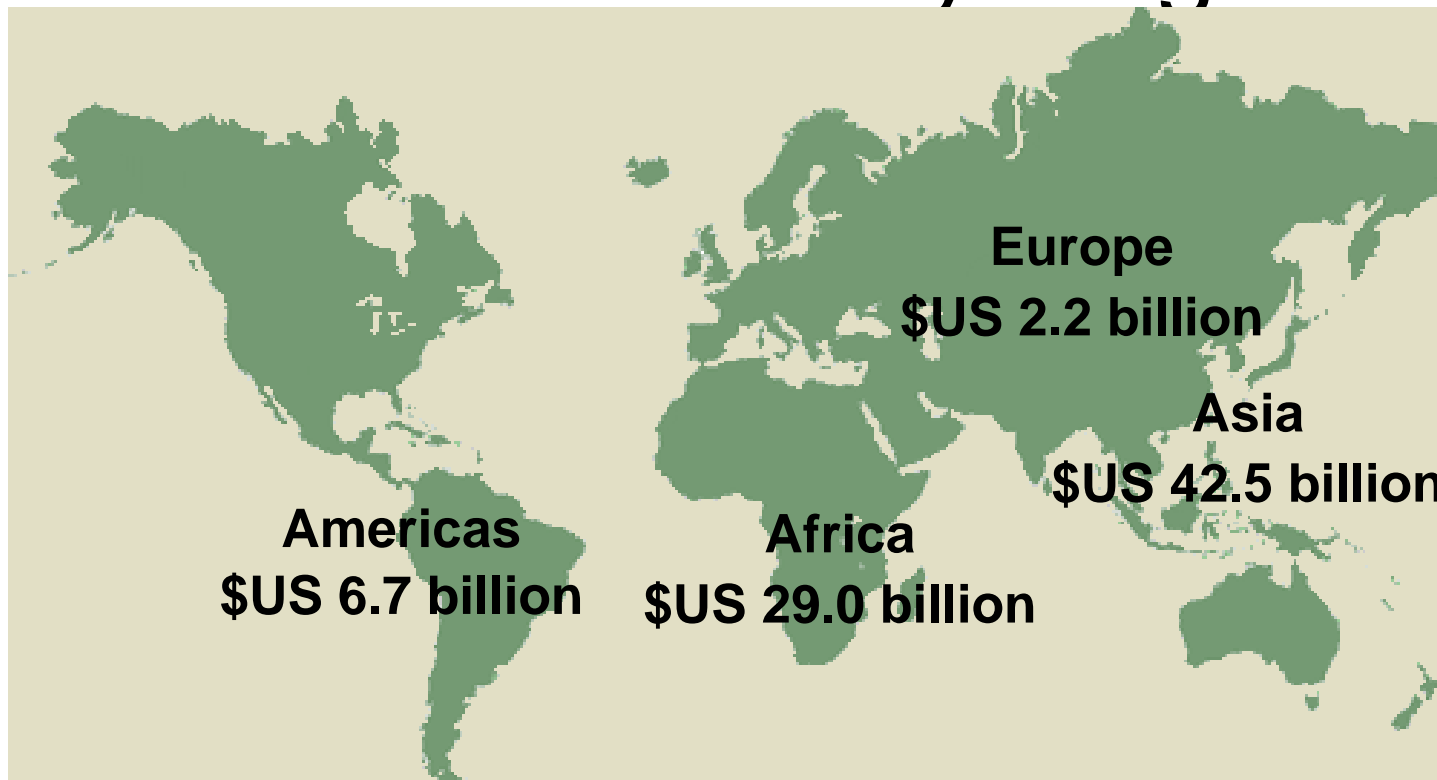


Aid Market Actors

- Multilateral Development Banks (MDB)
- Bilateral Development Agencies (BDA)
- United Nations Agencies (UN)
- Non-Governmental Organizations (NGOs)
- Recipient Country Governments



The Aid Market by Region



ODA Commitments (grants and loans): 2005

Source: OECD



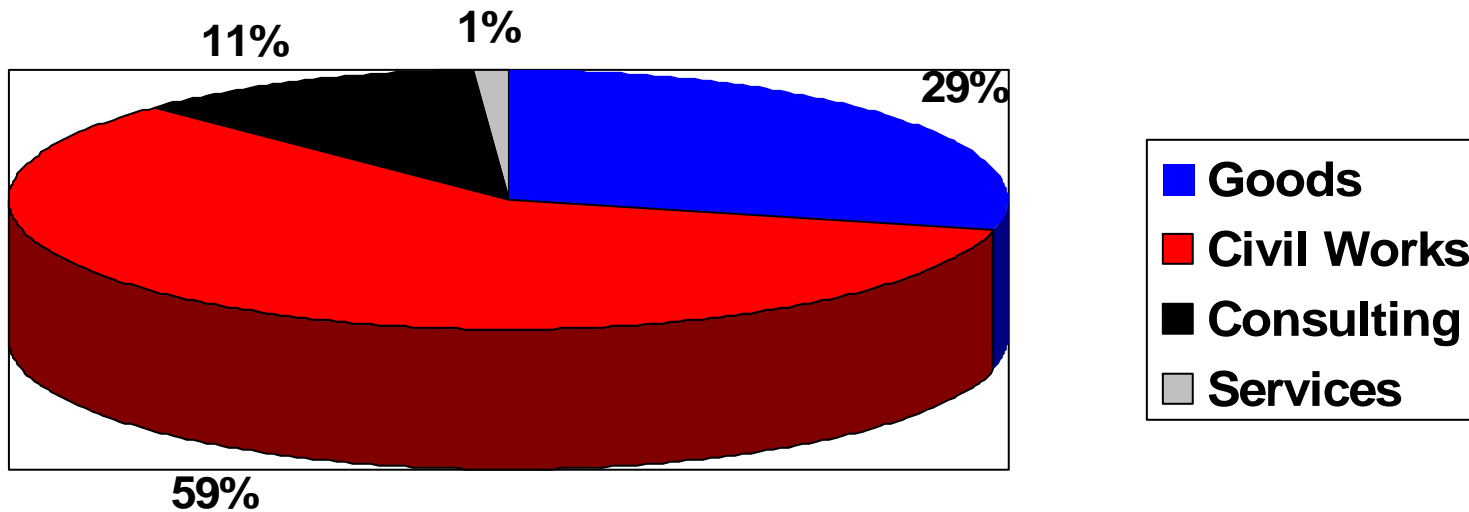


Common Aid Market Opportunities

- Consulting services:
 - Engineering
 - Management Consulting
 - IT Services
 - Economic & Financial Consulting
 - Social Development Consulting
 - Legal Services
- Goods/Equipment:
 - Energy generation and distribution
 - Construction equipment
 - Educational supplies
 - Transport equipment
 - Security equipment
 - Biotechnology
 - Water/Sanitation



WB Project Procurement by Item: FY 2006





Identifying Opportunities

- Knowing where to find opportunities requires an understanding of:
 - Implementation Methods & Procurement Procedures
 - Division of Labour between donor/recipient





Implementation Methods

- Provision of financing for a general program
- Provision of financing for a specified project
- Direct provision of equipment/advice





Implementation Methods by Actor

	Program	Project	Direct
MDBs	X	X	X
BDAs	X	X	X
UN		X	X





Trends in Implementation Methods

- Aid Effectiveness Agenda calls for increased country ownership and use of national systems - by 2010:
 - 90%+ donors use partner countries financial management and procurement systems (where possible)
 - 66% of aid flows are provided as programme-based approaches (PBAs)
 - 50% of technical assistance flows are part of coordinated programmes consistent with national development strategies





Program-Based Approaches

- Include Budget Support, SWAp, and Pooled Funds
- Used by MDBs and BDAs
- Programs identified and designed by recipient government, ministry, or third party
- Procurement is the responsibility of the recipient organization under national rules





Finding Information on PBAs

- National/Sector Strategies are sometimes available online (ex. Education For All)
- Procurement notices may be available through a government sourcing website or an international procurement site (ex. dgMarket)
- Trade Commissioners & CIDA Officers
- **Executing Agencies**





Project Financing

- Can be recipient or donor identified, designed, and implemented
- Used by MDBs, BDAs, and UN agencies





Roles & Responsibilities in Project Financing

- MDB-financed projects are designed and implemented by recipient (usually with MDB assistance)
- BDA-financed projects can be designed and implemented by either
- UN usually implements own projects





STRATEGY



**Evaluation: 6
mos. (Donor)**

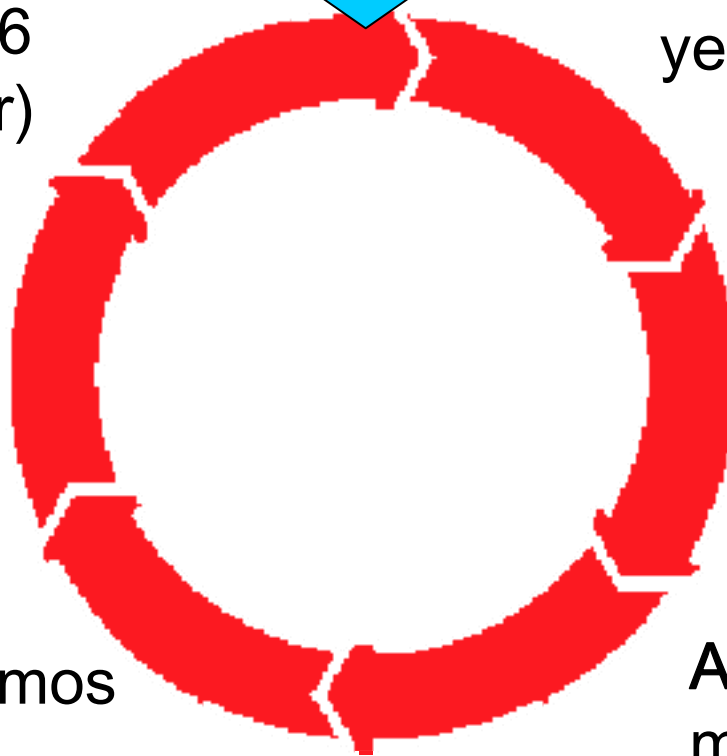
**Identification: 1-3
years (Donor & EA)**

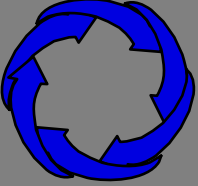
**Implementation:
3+ years (EA)**

**Preparation: 1-2
years (Donor &
EA)**

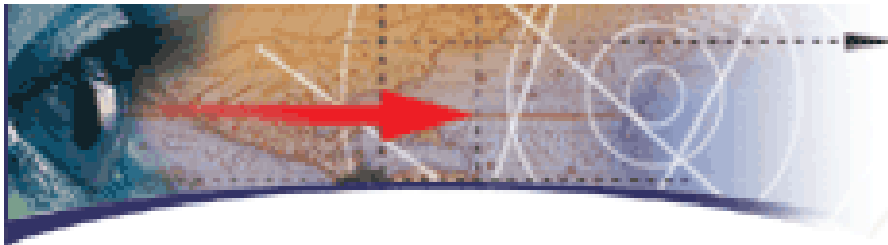
**Negotiations: 1-13 mos
(Donor & EA)**

**Appraisal: 9-12
mos. (Donor)**



	Identification	Preparation	Appraisal	Negotiation	Implementation	Evaluation
Role of the Bank	Identification of projects that are compatible with the Country Assistance Strategy of the country	Supervision and Support	Internal evaluation of technical aspects, environmental criteria and economics of the proposed project	Negotiation of the loan and the implementation plan Approval by the Executive Directors	Supervision and Support	Post-completion of the project – review of project and assessment of results
Role of the Borrowing Country	Identification of projects that are compatible with the Country Assistance Strategy of the country	Feasibility study and conceptualization of the complete project		Negotiation of the loan and the implementation plan	Implementation of the project, supply and conclusion of required contracts	
Type of Commercial Opportunities	Consultants, pre-feasibility studies *Trust fund	Consultants, feasibility study, hired by the borrowing country	Consultants, hired by the bank		Suppliers of goods and equipment Civil Works Consultants	
Sources of Information	<ul style="list-style-type: none"> Country Assistance Strategy (CAS) Monthly Operational Summary (MOS) 	<ul style="list-style-type: none"> Monthly Operational Summary (MOS) Project Information Document (PID) 	<ul style="list-style-type: none"> Project Appraisal Document (PAD) 	<ul style="list-style-type: none"> Project Appraisal Document (PAD) General Procurement Notice (GPN) 	<ul style="list-style-type: none"> Specific procurement notices (SPN) Request for Proposals (RFP) 	<ul style="list-style-type: none"> Evaluation reports (usually an internal document)

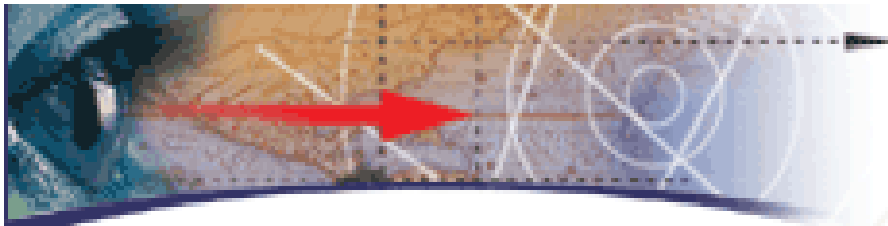




Finding Information on MDB Projects

	Bank Site	TC/OLIFI	UNDB
Strategy	WB, IDB, AsDB	AfDB, CDB	
Identification	WB, IDB, AsDB	AfDB, CDB	
Appraisal	WB, IDB, AsDB	AfDB, CDB	
Procurement	AsDB, IDB		WB, AfDB, CDB





	Documentation on MDB Projects
Strategy	Country Strategy Papers or Poverty Reduction Strategy Papers provide an overview of priorities including the “seeds” of a project pipeline
Identification	Project Identification Documents provide the first detailed information on a project’s scope and implementation arrangements
Appraisal	Project Appraisal Documents provide the most detailed description of a project including all procurement components
Procurement	General Procurement Notices announce the beginning of the bidding period while Specific Procurement Notices are what firms respond to



Internet Explorer browser window showing a table of contents for a document. The address bar shows the URL: [http://www.afdb.org/pls/portal/docs/PAGE/ADB_ADMIN_PG/DOCUMENTS/OPERATIONSINFORMATION/KENYA%202005-07%20CSP%20JULY%2026%202005\[1\]](http://www.afdb.org/pls/portal/docs/PAGE/ADB_ADMIN_PG/DOCUMENTS/OPERATIONSINFORMATION/KENYA%202005-07%20CSP%20JULY%2026%202005[1]). The document content is as follows:

2.	COUNTRY CONTEXT	2
2.1	Political Context	2
2.2	Macroeconomic and Structural Context Issues	3
2.3	Sectoral Context Issues	5
2.4	Priority Cross-Cutting Issues	7
2.5	Poverty, Social Context And Issues	13
2.6	Medium Term Economic Outlook and External Environment	14
2.7	Private Sector Business Climate and Issues	18
3.	NATIONAL DEVELOPMENT AGENDA AND MEDIUM TERM PROSPECTS	21
3.1	Key Elements of the Government's Development Agenda	21
3.2	Assessment of Implementation of Progress of the Agenda	23
3.3	The Partnership Framework	25
3.4	Challenges and Risks	26
4.	BANK GROUP COUNTRY ASSISTANCE STRATEGY	27
4.1	Country Context and Strategic Selectivity	27
4.2	Portfolio Management and Lessons from Previous CSP	28
4.3	CSP Results-Based Framework	31
4.4	CSP Pillars or Areas of Focus	35
4.5	Regional Dimensions of Bank Group Intervention	37
4.6	Bank Group Assistance Strategy: Lending and Non Lending and the Resource Implications	38
4.7	Partnership and Harmonization	41
5.	Results-Based Monitoring and Evaluation	41
5.1	Monitoring of CSP Outcomes and Bank Group Performance	41
5.2	Managing Risks	42
5.3	Country Risk Management	43

Two red arrows point to the right margin of the table, highlighting the entries for '3. NATIONAL DEVELOPMENT AGENDA AND MEDIUM TERM PROSPECTS' and '4. BANK GROUP COUNTRY ASSISTANCE STRATEGY'.

The Windows taskbar at the bottom shows the Start button, several open applications (Inbox - Microsoft Outlook, 2 Microsoft PowerPoint, 2 Internet Explorer), and the system tray with the date and time (10:22 AM).

http://www.afdb.org/pls/portal/docs/PAGE/ADB_ADMIN_PG/DOCUMENTS/OPERATIONSINFORMATION/KENYA%20...

File Edit View Go To Favorites Help

Address http://www.afdb.org/pls/portal/docs/PAGE/ADB_ADMIN_PG/DOCUMENTS/OPERATIONSINFORMATION/KENYA%202005-07%20CSP%...

QuickView Plus

Bank Group's assistance will be provided through a Financial Sector Adjustment Loan (FSAL) and an institutional capacity building of institutions such as the National Audit Bureau and the Judiciary in order to promote good governance. In line with the strategy outlined above, the resources would be channelled towards operations in (i) agriculture and rural development, with specific attention to forest and water conservation, and small scale irrigation for enhanced smallholder incomes; and (ii) the social sector, focusing on education and rural health rehabilitation.

4.6.9.1 The Bank will contribute to the conservation and protection of Kenya's most important natural forests and water catchments. This will be pursued through three distinct approaches. Firstly, the development of farm forestry for buffer zone communities, including forest planning and management. Secondly, the consolidation of physical buffers to gazetted forests by the establishment and management of tree and tea plantations, and third, the improvement of income for buffers communities to reduce pressure on indigenous forests. The operation will also increase involvement and participation allowing the transfer of the benefits from buffer zones to the communities living nearby. The small scale Irrigation Programme will increase production by smallholders and promote their marketing.

4.6.9.2 In the Education Sector the emphasis will be on support to poor families in districts targeted under the IP- ERS and on skills training for unemployed youth. Women and orphans will be the primary focus in the expansion of access to secondary education. Other support will target children and youth living in slum areas and those with minor disabilities who can be integrated into regular secondary schools. The impact of HIV/AIDS will be addressed through supporting teachers and providing materials for HIV prevention activities, care and support in schools and training institutions. In the health sector, the Bank Group's assistance will take the form of rehabilitation of secondary health facilities. This will contribute towards significant reduction in the number of patients seeking specialized treatment and services outside their districts and to specifically alleviate congestion and flow of patients to Kenyatta National Referral Hospital (KNH). Improvements at the district hospitals will ensure equitable delivery of health services to the sections of the population that may not possess the economic means to have access to these well-equipped district health facilities.

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Participatory approach

Projects belong to the Borrower, and the Bank Group acts simply as a facilitator. Identifications missions are then based on a sound preparatory work based on a participatory approach.

PRINT OR SEND THE DOCUMENT

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[Consult 2004 projects](#)

Latest Project Appraisal Reports PAR

Agricultural and rural sector rehabilitation support project in bas-Congo and Bandundu regions (PARCAP)

[African Development Bank](#) > [Projects](#) > Projects Data

2004 Projects

ADB PROJECTS

2005 Projects

Country	Project	Board Week	Sum of Grants
Angola	AIDE HUMANITAIRE D'URGENCE POUR LA LUTTE CONTRE L'EPIDEMIE DE LA FIEVRE HEMORRAGIQUE DE MARBURG	28/09/2005	0.3
Angola	BOM JESUS -CALENGA RURAL DEV PROJECT	24/11/2005	17.2
Benin	DEVELOPPEMENT SYSTEME SANTE III	22/04/2005	22
Benin	APPUI AUX INSTITUTIONS DE	20/06/2005	2.5





Participatory approach

Projects belong to the Borrower, and the Bank Group acts simply as a facilitator. Identifications missions are then based on a sound preparatory work based on a participatory approach.

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Latest PRP General procurement notices

AFRICAN VIRTUAL UNIVERSITY SUPPORT PROJECT (29 KB)

AGRICULTURE SECTOR SUPPORT PROJECT (23 KB)

AGRI BASED

[Procurement](#) > [Procurement Notices](#) > General Procurement Notices (GPN)

- ▶ General Procurement Notices (GPN)
- ▶ Specific Procurement Notice (SPN)

GENERAL PROCUREMENT NOTICES

A GPN is a notice prepared by the Borrower (in consultation with the Bank), published simultaneously in UNDB and the newspaper of Borrower's country, which gives the basic information on the project, including pre-qualification requirement and mode(s) procurement included under the project.

SEARCH FOR PRP GENERAL PROCUREMENT NOTICES (GPN) BASED ON COUNTRY

Note: GPN Search is Limited to Regional Member Countries.



Participatory approach

Projects belong to the Borrower, and the Bank Group acts simply as a facilitator. Identifications missions are then based on a sound preparatory work based on a participatory approach.

[Projects](#) > [Procurement](#) > ADB Bulletin

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- ▶ ADB Bulletin
- ▶ Consultancy Services
- ▶ FAQ
- ▶ Procurement Notices
- ▶ Procurement Reports
- ▶ Procurement Statistics
- ▶ Goods and Works
- ▶ Quarterly Operational Summary

ADB BUSINESS BULLETIN

The ADB Business Bulletin is the African Development Bank Group's procurement information magazine. It provides a full overview of the ADB Group Procurement Opportunities, list of approved projects, Pipeline of Projects, General and Specific Procurement Notices, etc.... ADB Business Bulletin is published once a month.

Latest PRP ADB Business Bulletin

- [ADB Business Bulletin of MARCH 2006 \(1.08 MB\)](#)
- [ADB Business Bulletin of MARCH 2006](#)
- [ADB Business Bulletin of FEBRUARY 2006 \(941 KB\)](#)

Latest documents

- [Population Policy \(824 KB\)](#)
- [2004 ESIA Uganda Road Sector Support Project f \(249 KB\)](#)
- [2005 ESIA Egypt El Kureimat Combined Cycle Power Project e](#)



Finding Information on BDA Projects

	BDA Site	TC/CIDA	OECD
Strategy	Most		
Project	Some	Yes	
Procurement	Most (TED)		Most





OECD Untied Aid Bulletin Board

http://webdomino1.oecd.org/comnet/dcd/untiedpubliccws.nsf - Microsoft Internet Explorer provided by DFAIT

File Edit View Favorites Tools Help Back Forward Stop Home Search Links

Address http://webdomino1.oecd.org/comnet/dcd/untiedpubliccws.nsf Go

OECD **UNTIED AID** Photos provided by Isabelle Lesser

Go PRIVATE AREA

Home

What Is :

- UNTIED AID?
- AN AID OFFER?

DONOR AID STATISTICS

GLOSSARY OF TERMS

DOCS & PUBS

WHAT'S NEW AT THE OECD

USEFUL LINKS

About :

- THE DAC
- THE OECD

OFFICIAL DEVELOPMENT ASSISTANCE

▶▶▶ At your fingertips! Click Here for the latest statistics and analysis on aid and development ▶▶▶

Procurement Opportunities in Developing Countries specifically the least developed

▶▶▶ **Untied Aid Projects -- Bulletin Board --** ▶▶▶

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WELCOME TO THE UNTIED ODA CREDITS BULLETIN BOARD

Notifications received by the Export Credit Secretariat
Under the Agreement on Untied ODA Credits Transparency



[[Notifications](#)] [[Press Release](#)] [[Communiqué de presse](#)]

Untied ODA Notifications

[Press Release](#)

[Agreement](#)

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UNTIED ODA CREDITS NOTIFICATIONS

Individual untied ODA credits notifications

Individual untied ODA credits notifications		
2007 Notifications	92 notifications	Latest one issued on the 27 August 2007
2006 Notifications	87 notifications	Latest one issued on the 10th January 2007. One revision on the 23 May 2007
2005 Notifications	60 notifications	

ODA: OFFICIAL DEVELOPMENT ASSISTANCE

Trusted sites

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Direct Provision & the UN

- UN role is to provide:
 - Technical assistance to governments
 - Humanitarian assistance to those affected by natural disasters/complex emergencies



Direct delivery of advice and goods,
with internal and external expertise





Technical Procurement

- Procurement of equipment or services to supplement donor agency capacity
 - Chemical weapons detectors for IAEA
 - Meteorological equipment for WMO
 - Forestry management advice for FAO
 - Project preparation advice for an MDB
 - Studies/Reviews of agency strategy/interventions





Methods: Technical Procurement

- Advertised
- Invitation to Shortlist
- Single Source

Relationships are essential
Technical quality is paramount





Humanitarian Procurement

- Procurement of equipment (few services) for response to emergencies
 - Water treatment equipment for Oxfam
 - Basic education supplies for UNICEF
 - Shelter for UNHCR
 - Food for WFP



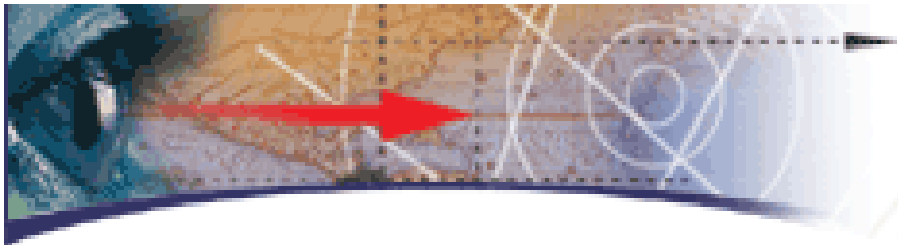


Methods: Humanitarian Procurement

- Long-Term Agreements
- Shortlist

Efficiency is critical
Prior relationship necessary





Finding Information on UN Projects

	UN Sites	TC/CIDA	IAPSO
Strategy	None but UNDAF and information on initiatives	Yes	
Procurement	Some – Agency website, HQ or county office		Some



Major UN Agencies & Mandates

UN/PS	peacekeeping ,HQ, field offices
UNICEF	water/sanitation, basic health and education
UNOPS	project execution (environment, reconstruction)
UNDP	technical assistance (gov., enviro., poverty red.)
FAO	agriculture, forestry, fisheries
UNHCR	refugee basic needs
WHO	health monitoring





IAPSO - Inter-Agency Procurement Services Office - Microsoft Internet Explorer provided by DFAIT

Address: http://www.iapso.org/supplying/procurement-notice.asp

Navigation: News | About IAPSO | Buying through IAPSO | Procurement Advisory | **Supplying the UN**

Supply the UN | **Procurement Notices** | Contract Awards | Contact | Gen. Business Guide
 General Terms & Conditions of Purchase

Procurement Notices

For large-scale procurement (typically over \$100,000) or for Long-Term Agreements, the UN system uses a process of international competitive bidding. Wherever possible, suppliers are invited to bid or to express an interest by advertisements placed here, on UN agencies own websites, or in the UN publication 'Development Business'.

UN Agencies and Organizations wishing to place procurement notices on this site can do so by sending an email to notices@iapso.org.

► **NEW!** You can now receive e-mail notification of new procurement notices.

Page 1 of 7

Title	Agency	Deadline	Posted
PUESTA EN VALOR DE LA PLAZA MAYOR DE LA CONSTITUCION Y RECUPERACION DEL NUCLEO CENTRAL	UNDP Guatemala	June 12th 2006	April 24th 2006
Cleaning material	UNMIK	June 12th 2006	May 4th 2006
Batteries and tripod for cameras	UNMIK	June 12th 2006	May 11th 2006
Travel Management Services	UNDP Uzbekistan	June 12th 2006	May 15th 2006
Travel Services	UNDP Uzbekistan	June 12th 2006	May 19th 2006

UNDP/IAPSO
 Midtermolen 3,
 P.O. Box 2530
 DK-2100 Copenhagen Ø

Training and Capacity building
 "I would be remiss if I did not acknowledge the outstanding efforts of the IAPSO training staff. I recently attended the 'Practical International Procurement' training programme in Warsaw, Poland."
 Michele Rogat - Procurement Assistant, UN Volunteers

Address: http://www.iapso.org/training/index.asp

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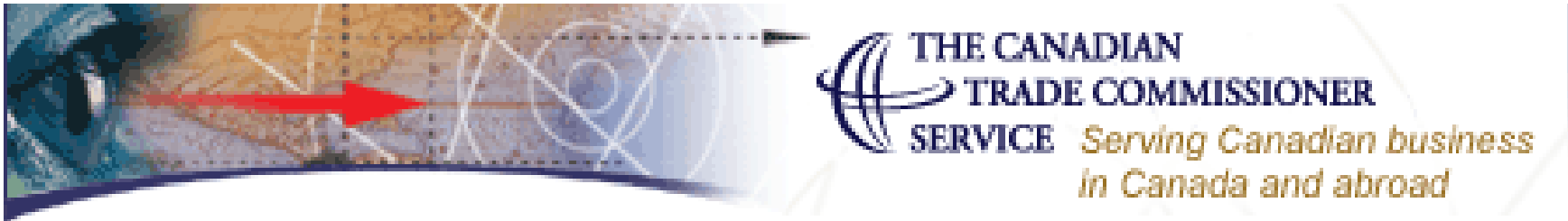




Key Websites & Contacts

- MDB Registration
- MDB Project Information
- MDB Procurement Sites
- BDA Procurement Sites
- UN Procurement Sites
- International Subscription Services
- Canadian Procurement Sites
- Procurement Advisors/Agencies
- Canadian Support Network: OLIFI, EDO, PSLO, TCS

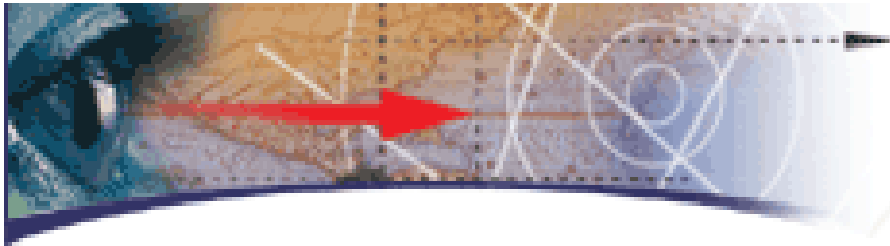




Registration

- WB/IDB DACON: <http://www.dgmarket.com/dacon/>
- ADB DACON: <http://www.adb.org/Consulting/dacon.asp>
- AfDB DACON: http://www.afdb.org/portal/page?_pageid=473,969708&_dad=portal&_schema=PORTAL
- CDB: <https://www2.caribank.org/newroc.nsf>
- UNGM: <http://www.ungm.org/>





MDB Project Information

- WB: <http://web.worldbank.org/WBSITE/EXTERNAL/PROJECTS/0,,menuPK:115635~pagePK:64020917~piPK:64021009~theSitePK:40941,00.html>
- AsDB: <http://www.adb.org/Projects/>
- AfDB: http://www.afdb.org/portal/page?_pageid=473,969725&_dad=portal&_schema=PORTAL
- IDB: <http://www.iadb.org/projects/index.cfm?language=English>
- CDB: <http://www.caribank.org/Home.nsf/Embed%20Outlines?OpenPage&BaseTarget=Text%20Page&StartOutline=1.9>





MDB Procurement Sites

- WB:
<http://web.worldbank.org/WBSITE/EXTERNAL/PROJECTS/PROCUREMENT/0,,pagePK:84271~theSitePK:84266,00.html>
- AsDB: <http://www.adb.org/Business/Opportunities/default.asp>
- AfDB:
http://www.afdb.org/portal/page?_pageid=473,969595&_dad=portal&_schema=PORTAL
- IDB:
<http://condc05.iadb.org/idbppi/asp/ppProcurement.aspx?pLanguage=ENGLISH>
- CDB:
<http://www.caribank.org/Home.nsf/Embed%20Outlines?OpenPage&BaseTarget=Text%20Page&StartOutline=1.8>





BDA Procurement Sites

- OECD Untied Aid Notifications:
<http://webdomino1.oecd.org/comnet/dcd/untiedpubliccws.nsf>
<http://webdomino1.oecd.org/COMNET/ECH/xuntied.nsf?Opendatabase>
- EU Tenders Electronic Daily:
http://ted.europa.eu/info_newurl.html





UN Procurement Sites

- Inter-Agency Procurement Services Office: <http://www.iapso.org>
- United Nations Office for Project Services: <http://www.unops.org/unops/>
- United Nations Procurement Service: <http://www.un.org/Depts/ptd/>





International Subscription Services

- UN Development Business:
<http://www.devbusiness.com/>
- Development Gateway (dg Market):
<http://www.dgmarket.org/>
- DevelopmentEx: <http://www.developmentex.com/>
- International Funding Information Service:
<http://www.ifis-tenders.org>





Canadian Procurement Websites

- SourceCan: <http://www.sourcecan.ca>
- Merx: <http://www.merx.com/>
- Virtual Trade Commissioner:
<http://www.infoexport.gc.ca>





Procurement Advisors/Agents

- Crown Agents: <http://www.crownagents.com/>
- Charles Kendall Group:
<http://www.charleskendall.com/>
- International Procurement Agency:
<http://www.ipa-bv.nl/>
- Global Development Group:
<http://www.globaldev.org/>
- CICCI: <http://www.cicci.com/>





Offices of Liaison

- **Washington: World Bank Group, Inter-American Development Bank**
julie.mann@international.gc.ca
- **Tunis: African Development Bank**
andrew.hupfau@international.gc.ca
- **Manila: Asian Development Bank**
david.dunkerley@international.gc.ca
- **Bridgetown: Caribbean Development Bank**
tammy.griffith@international.gc.ca





Canadian Offices at the MDBs

WB	François Pagé, Senior Advisor	fpage@worldbank.org
IDB	Laura Dorling, Counsellor	laurad@iadb.org
AsDB	Howard Brown, Executive Director	hbrown@adb.org (tbc)
AfDB	Bruce Montador, Executive Director	b.montador@afdb.org (tbc)
CDB	Kathryn Dunlop, Director	kathryn.dunlop@international.gc.ca
EBRD	Andrea King, Advisor to the ED	kingA@ebrd.com





PSLO Network

Business New Brunswick, Lynne Tompkins (lynne.tompkins@gnb.ca)

World Trade Centre Montreal, Emmanuelle Demars (edemars@cmm.gc.ca)

Canadian Manufacturers and Exporters (CME), Deborah Turnbull (deborah.turnbull@cme-mec.ca)

Competitiveness, Training, and Trade Manitoba, Anthony Watts (AnWatts@gov.mb.ca)

Saskatchewan Trade and Export Partnership (STEP), Angela Wasylynka (awasylynka@sasktrade.sk.ca)

Alberta International, Intergovernmental & Aboriginal Relations, Shane Jaffer (Shane.Jaffer@gov.ab.ca)

DFAIT RO - Vancouver, Yvonne DeBoer (Yvonne.Deboer@international.gc.ca)

Nova Scotia Business Inc., Wendy Luther (lutherwk@gov.ns.ca)





Canadian Trade Commissioner Service

- More than 800 trade commissioners working in over 140 cities around the world
- 100 trade commissioners in 12 regional offices across Canada

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