### Everywhere you do business The Canadian Trade Commissioner Service

Presentation by Claude Dagenais Trade Commissioner (Indigenous Affairs) Trade Missions, Consultations, and Domestic Outreach Division

### November 20, 2017



Affaires mondiales Canada Service des délégués commerciaux

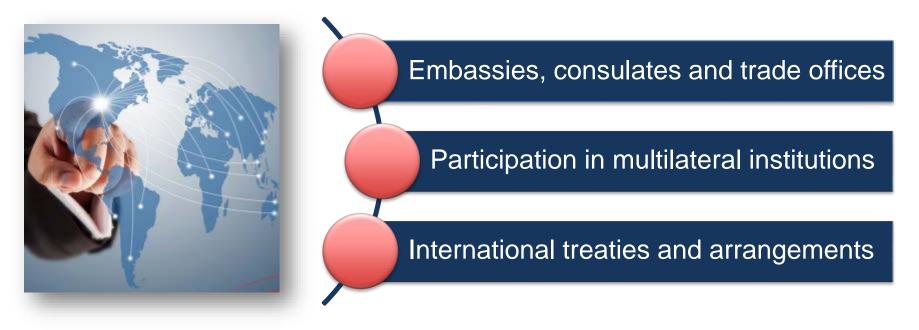


188 19

### What is Global Affairs Canada?

The Canadian Trade Commissioner Service

### **Represents Canada around the world through**



### Canada has 177 missions in 109 countries

### What is Global Affairs Canada?

The Canadian Trade Commissioner Service

# **Priorities**

Advance Canada's values and interests through leadership and constructive engagement on key global issues with strategic partners



Contribute to inclusive Canadian and global prosperity with an emphasis on expanding and deepening trade and investment relationships with large, fast-growing markets



Reinforce Canada's relations with the United States and key bilateral partners to advance Canadian interests



Strengthen Canada's contribution to reducing poverty and inequality, supporting fragile states, building resilience and responding to humanitarian needs

# WHAT IS PROGRESSIVE TRADE AND WHY DOES IT MATTER?

Progressive trade is about ensuring that the jobs, growth and prosperity generated by the global trading system are sustainable and inclusive. This means ensuring that all segments of society, both in Canada and around the world, are taking part in the new economic opportunities with a particular focus on small-and medium-sized businesses owned by women, Indigenous people, youth and new immigrants.

**The Honourable François-Philippe Champagne** Minister of International Trade



Government Gouvernemer of Canada du Canada



The Canadian Trade Commissioner Service

# **TCS** Vision

Striving for Excellence

The outstanding skills of its people

The high quality of their services Their contribution to making Canada a prosperous and innovative nation

The Canadian Trade Commissioner Service

# The TCS promotes Canadian economic interests in the global marketplace



On average, companies using TCS services **export 20.5 % more** than those that don't, and access **20.9% more markets.** 

The Canadian Trade Commissioner Service

# **TCS Clients**

Companies that are part of the Canadian business community

Contribute to Canada's economic growth



Have meaningful economics ties to Canada

Have a demonstrated capacity for internationalization

The Canadian Trade Commissioner Service

### How to do business with us:



Conduct research on foreign markets

Appoint resources dedicated to internationalization

Develop a credible business plan

Contact your province regional office

The TCS will maintain your confidentiality and communicate with you within 5 days

The Canadian Trade Commissioner Service

## **TCS' Four Key Services**

Preparation for international markets

Market potential assessment

Identification of qualified contacts

Commercial problem solving

The Canadian Trade Commissioner Service

### The TCS can help you

#### FIND KEY CONTACTS



Trade Commissioners can help you find qualified contacts.



#### EXPAND TO GLOBAL MARKETS

We can help your business navigate the complexities of global markets.

#### SAVE TIME & MONEY

The TCS helps your company to save time and money.





#### CONNECT YOUR BUSINESS

Tap into the TCS network of business professionals.



#### GAIN BUSINESS INSIGHT

We provide key market insight and practical business advice.

#### **REDUCE RISKS**

We can help reduce risks and avoid costly mistakes.





#### FIND NEW OPPORTUNITIES

The TCS opens the door to a world of business opportunities.

#### **RESOLVE BUSINESS PROBLEMS**



We can help you resolve problems in foreign markets.

# What is CanExport?

The Canadian Trade Commissioner Service

looking at export

markets

worldwide

Provides a minimum #CanExport has helped more than Reimburses up contribution of 300 #SMEs explore new opportunities to 50 percent of \$10,000 and a in 53 markets around the world eligible maximum expenses contribution of \$99,999 Open, with few exceptions, to all Requires that the industry sectors applicant match funds on a one-Open, with few to-one basis exceptions, to With contributions totalling more than \$10 million companies

> <u>www.international.gc.ca/CanExport</u> <u>Canexport@international.gc.ca</u> 1-866-203-2454

The Canadian Trade Commissioner Service

### **Invest in Canada – Community**

**Community Projects** 



Retention

Expansion

Foreign Direct Investment





Web page: <u>http://tradecommissioner.gc.ca/funding-</u> <u>financement/icci-icic/</u> Everywhere you do business The Canadian Trade Commissioner Service

Connect with the TCS tradecommissioner.gc.ca

CLAUDE DAGENAIS Claude.Dagenais@international.gc.c

343 203-2774

1-855-464-6009



CanadExport.gc.ca

in linkd.in/TCS-SDC