



Survey of Activity with International Financial Institutions (IFI): Canadian knowledge-based services and products abroad

CONFIDENTIAL when completed

Collected under authority of the Statistics Act, R.S.C. 1985, C. S-19

Français au verso



Please update the information on the mailing label, above, if necessary.

Contact person	Title	
Department name		
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Purpose of the survey: The purpose of this survey is twofold,

- to gather information on the transfer of Canadian knowledge, skills and expertise through projects funded by the International Financial Institutions (IFI) that include a training component.
- to gather information on the marketing and sale of Canadian education and training products through projects funded by the International Financial Institutions (IFI).

The information from this survey will help Canadians and Canadian governments understand the nature of the IFI-funded marketplace and how Canadian businesses and organizations participate in the sector. This will assist governments in the design of promotional programs in support of Canadian export activities in the IFI-funded marketplace and in the development of appropriate research and policy initiatives in this area. Statistics Canada is conducting the survey with funding from the Policy Research Initiative of the Canadian Government. The Department of Foreign Affairs and International Trade has assumed management responsibilities for this survey.

The information you provide is confidential

Statistics Canada is prohibited by law from publishing any statistics which would divulge information obtained from this survey that relates to any identifiable business, organization, institution or individual without the previous consent of that business, organization, institution or individual. The data reported on this questionnaire will be treated in strict confidence, used for statistical purposes and published in aggregate form only (tables and charts). The confidentiality provisions of the Statistics Act are not affected by either the Access to Information Act or any other Legislation.

Your participation is important

Completion of this form is voluntary. However, your cooperation is essential to the accuracy of the information that is collected and to the understanding of Canadian activity in the IFI-funded marketplace.

Note of Appreciation:

Canada owes the success of its statistical system to the long-standing cooperation Statistics Canada receives from Canadian citizens, businesses, governments and other institutions. Accurate and timely statistical information could not be produced without their continued cooperation and goodwill.

Please complete and return this questionnaire within 15 days of receipt

If you require assistance in the completion of this questionnaire or have any questions regarding the survey, please contact

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INTRODUCTION

It is the purpose of this survey to gather information from Canadian enterprises and organizations who provide knowledge-based services and products to developing countries, through projects funded by the International Financial Institutions (IFI). Most projects funded by the IFIs, in a number of business, industrial and government sectors, include the transfer of Canadian knowledge, skills and expertise through some form of training component. For example, a project that has as its main objective the installation of power infrastructure, will include the training of local workers in the maintenance and use of the equipment and related technologies. A project aimed at the privatization of government services will usually have a component whereby public or private sector workers in the developing country are trained in the administration or management of the new system. Canada also adds to knowledge-based competencies through the sale of education and training related products (i.e., educational software, text books) and through projects aimed at establishing schools and training institutes. This survey examines the nature and level of this type of activity and the manner in which the IFI project sector operates.

The questionnaire is divided into four components:

Section A: collects general information about your organization

Section B: collects general information on activities related to International Financial Institutions (IFI)

Section C: collects general information on contracts funded by International Financial Institutions (IFI)

Section D: gathers specific information on up to 4 contracts that:

- were **signed in your fiscal years ending in 1998 or 1999** and
- were funded by **grant(s)** from the **Asian Development Bank Technical Assistance** program
- AND/OR were funded (in whole or in part) by **loan(s)** from any of the following banks:

The African Development Bank
 The Asian Development Bank
 The Caribbean Development Bank
 The Inter-American Development Bank
 The World Bank

Note: Words marked with * in the questionnaire have a definition provided in the glossary below

GLOSSARY

Borrower Country	The developing country where the IFI loan funded project, or the Asian Development Bank Technical Assistance grant project takes place
Canadian Consultant Trust Fund	The Canadian Consultant Trust Funds are contracts awarded to Canadian consultants for short-term missions and advisory services related to the identification and preparation of IFI projects, and IFI economic and sector work, in sectors of Canadian expertise and in countries/regions of priority to Canada. Funding for the Consultant Trust Funds is principally provided by the Canadian International Development Agency (CIDA), but managed on an assignment basis by the International Financial Institutions.
CIDA	Canadian International Development Agency
DFAIT	Department of Foreign Affairs and International Trade
Full-time employees	Employees who work at least thirty-five hours per week with no end date to their employment with your organization.
IFI	International Financial Institutions including: The African Development Bank The Inter-American Development Bank The Asian Development Bank The World Bank The Caribbean Development Bank
Informal partnership	A casual agreement between two or more parties to assist each other in their business activities through referrals, sharing of information, etc.
Legal partnership or consortium	A partnership or association between two or more parties where a legal agreement has been signed by all parties, and which outlines the terms of the partnership for all parties involved.
Prime contracts	Contracts which were bid on and won by your organization alone or as part of a partnership/consortium with other businesses or organizations
Subcontracts	A contract obtained by your organization in order to complete some aspect of a project after the original prime contract had already been awarded to another Canadian or foreign enterprise

SECTION A - GENERAL INFORMATION

A.1 Please mark all circles that apply in questions 1 through 6 on this page.

1. Has your organization ever been involved in any of the following activities related to training and/or skills transfer in business, industry or corporations **outside Canada**?

Mark all that apply

001

- 1 provide training or skill development that accompanies the sale of industrial equipment, computer hardware or software, a new technology or the building of infrastructure (e.g. power and transportation systems)
- 2 design, provide or evaluate business, industrial or corporate training (e.g. training in the skills, strategies or techniques used in a particular business or industry or training in human resource management, team building, sales etc.)
- 3 None of the above

2. Has your organization ever been involved in any of the following training or skill transfer activities related to **foreign government** activities, institutions or reform **outside Canada**?

Mark all that apply

Training or skill development related to the:

002

- 1 development or reform of foreign government policy, programs, or other government processes
- 2 reorganization or creation of key organizations such as government institutions or industrial support systems
- 3 development of human resource strategies and human resource management techniques
- 4 shift from public to private management of particular sectors (privatization)
- 5 development of new financing structures and/or banking activities
- 6 development of strategies that address environmental issues or concerns
- 7 establishment of institutions or organizations that help in the acquisition, adaptation and distribution of knowledge and skills
- 8 None of the above

3. Has your organization ever been involved in any of the following education or general training activities **outside Canada**?

Mark all that apply

003

- 1 design, provide or evaluate elementary/secondary or post-secondary education programs or curriculum (including trade, vocational and apprenticeship programs)
- 2 design or establish private/commercial schools or training institutes
- 3 offer teacher or instructor training or evaluation
- 4 sponsor education fellowships
- 5 offer distance education for students who reside outside Canada (through correspondence, Internet, radio, television etc.)
- 6 design or establish basic education or training support systems (e.g. associations, advisory groups etc.)
- 7 None of the above

4. Has your organization ever sold any of the following education or training related products **outside Canada**?

Mark all that apply

004

- 1 texts, school books, teacher manuals or other hard copy classroom materials
- 2 multimedia learning materials (for example educational software or CD-ROMs)
- 3 None of the above

5. Is there any other training, skill transfer or education related services or products that your organization has provided or sold **outside Canada**, that has not already been listed?

005

- 1 No
- 2 Yes - Please describe

006

6. If you marked a circle beside any of the services or products listed in items 1 to 4 above, or reported an activity in item 5, continue with question A.2 on the next page. Otherwise go to Section E on page 17 of this questionnaire.

A.2 Please provide the best description of the **main activity** of your organization. We will use this description to identify in which sector your organization operates in Canada (e.g. government, power, education, environment, telecommunications, software development, accounting, legal services, engineering consulting services, etc.)

010

A.3 Which **one** of the following best describes your organization?

Mark one response only

011

- 1 A public education institution
- 2 A federal government department, agency or corporation
- 3 A provincial government department or agency
- 4 A municipal/regional government department or agency
- 5 A commercial school, training institute or training company
- 6 A business that is NOT part of the education/training sector
- 7 An organization representing public education
- 8 An organization representing private/commercial education or training
- 9 An organization representing private companies that are NOT schools or training institutes
- 10 A professional association
- 11 Other (please specify) _____

Go to Section B

Go to question A.4

A.4 Please indicate the start and end dates of your fiscal year

012

Fiscal year start date

Day	Month

013

Fiscal year end date

Day	Month

A.5 Does your organization operate at more than one location in Canada?

014

- 1 Yes 2 No

A.6 In total, how many persons were employed full-time* at all locations in Canada for the following fiscal years?

015

For fiscal year ending in 1998:

- 1 Less than 20
- 2 20 to 99
- 3 100 to 199
- 4 200 to 499
- 5 500 or more
- 6 Don't know

016

For fiscal year ending in 1999:

- 1 Less than 20
- 2 20 to 99
- 3 100 to 199
- 4 200 to 499
- 5 500 or more
- 6 Don't know

A.7 Is your organization:

Mark one response only

017

- 1 for-profit?
- 2 not-for-profit?
- 3 both for-profit and not-for-profit?

A.8 What were the gross revenues for all Canadian-owned divisions of your organization, for the following fiscal years?

	Gross Revenues (in Canadian dollars)	
For fiscal year ending in 1998	018	. 0 0
For fiscal year ending in 1999	019	. 0 0

A.9 What were the gross revenues earned outside Canada only (IFI and non-IFI), for the following fiscal years?

	Gross International Revenues (in Canadian dollars)	
For fiscal year ending in 1998	020	. 0 0
For fiscal year ending in 1999	021	. 0 0

SECTION B - IFI RELATED ACTIVITY INFORMATION

B.1 Does your organization keep an ongoing presence or contact with foreign countries in order to obtain information on, or to submit bids for, IFI-funded contracts?

100 1 Yes 2 No ► Go to question B.3

B.2 How does your organization maintain this presence or contact?

Mark all that apply

- 101**
- 1 by maintaining a business office or having staff from Canada living in one or more other countries
 - 2 by hiring a local agent(s) in a foreign country to act as your representative
 - 3 by making frequent visits to other countries
 - 4 by staying in contact with foreign governments, organizations or private business directly
 - 5 through Canadian Trade Commissioner Services in foreign countries
 - 6 Internet, e-mail, fax
 - 7 Advertising in foreign publications
 - 8 Other (please specify) _____

B.3 Has your organization ever formed partnerships with any of the following in order to obtain information on, or submit bids for, IFI-funded contracts (do not include subcontractors)?

Mark all that apply			
In Canada		Legal Partnership*	Informal Partnership*
Public education institutions	102	1 <input type="radio"/>	2 <input type="radio"/>
Commercial schools, training institutes or training companies	103	1 <input type="radio"/>	2 <input type="radio"/>
Businesses that are NOT part of the education/training section	104	1 <input type="radio"/>	2 <input type="radio"/>
Associations or non-governmental organizations	105	1 <input type="radio"/>	2 <input type="radio"/>
The Federal Government	106	1 <input type="radio"/>	2 <input type="radio"/>
A Provincial Government	107	1 <input type="radio"/>	2 <input type="radio"/>
A Municipal/Regional Government	108	1 <input type="radio"/>	2 <input type="radio"/>
Outside Canada :			
Foreign education institutions, commercial schools, training institutes or training companies	109	1 <input type="radio"/>	2 <input type="radio"/>
Foreign businesses that are NOT part of the education/training sector	110	1 <input type="radio"/>	2 <input type="radio"/>
Foreign associations or non-governmental organizations	111	1 <input type="radio"/>	2 <input type="radio"/>
Foreign governments	112	1 <input type="radio"/>	2 <input type="radio"/>
Other (please specify) _____	113	1 <input type="radio"/>	2 <input type="radio"/>
OR			
114	None of the above	1 <input type="radio"/>	

B.4 Which of the following programs or services has your organization used in order to obtain information on, or submit bids for, IFI-funded contracts, and how useful were they?

	Mark ONLY those services used		Usefulness of service Rating scale 1 = Extremely useful 2 = Quite useful 3 = Somewhat useful 4 = Not at all useful
Canadian Trade Commissioners in Canada	115	1 <input type="radio"/>	2 <input type="text"/>
Canadian Trade Commissioners outside Canada	116	1 <input type="radio"/>	2 <input type="text"/>
IFINet - DFAIT's* Internet IFI web-site	117	1 <input type="radio"/>	2 <input type="text"/>
Canadian Office of Liaison with International Financial Institutions (OLIFI)	118	1 <input type="radio"/>	2 <input type="text"/>
Canadian Executive Director's Office in an IFI	119	1 <input type="radio"/>	2 <input type="text"/>
CIDA* Consultants Trust Fund	120	1 <input type="radio"/>	2 <input type="text"/>
CIDA* Bilateral	121	1 <input type="radio"/>	3 <input type="text"/>
CIDA* Inc.	122	1 <input type="radio"/>	2 <input type="text"/>
Canadian professional associations or non-governmental organizations	123	1 <input type="radio"/>	2 <input type="text"/>
Foreign professional associations or non-governmental organizations	124	1 <input type="radio"/>	2 <input type="text"/>
United Nations Development Business web-site	125	1 <input type="radio"/>	2 <input type="text"/>
Fact-finding and business development missions to bank headquarters	126	1 <input type="radio"/>	2 <input type="text"/>
Web sites maintained by the individual IFIs	127	1 <input type="radio"/>	2 <input type="text"/>
Seminars on IFI procurement and practices offered by the IFIs	128	1 <input type="radio"/>	2 <input type="text"/>
Seminars on IFI procurement and practices offered by others	129	1 <input type="radio"/>	2 <input type="text"/>
OR			
130	None of the above	1 <input type="radio"/>	

B.5 List the three most important factors (where 1= the most important) which have helped your organization be successful in the IFI-funded contract sector. These may include items from questions B.2, B.3 or B.4 or any other factors which you feel were important.

131 1. _____

132 2. _____

133 3. _____

B.6 Identify the three greatest obstacles (where 1= the greatest obstacle) your organization has faced when trying to participate in the IFI-funded contract sector (i.e., lack of information, language barriers, travel expenses, etc.)

134 1. _____

135 2. _____

136 3. _____

TO COMPLETE SECTION C ACCURATELY, PLEASE READ THE FOLLOWING INFORMATION

Section C: Section C gathers general information on prime* contracts and subcontracts* that:

- were signed in your fiscal years ending in 1998 or 1999 and
- were funded by grant(s) from the **Asian Development Bank Technical Assistance** program
- AND/OR were funded (in whole or in part) by loan(s) from any of the following banks:

The African Development Bank
The Asian Development Bank
The Caribbean Development Bank

The Inter-American Development Bank
The World Bank

Do not report on any contracts funded through the Canadian Consultant Trust Fund* or the European Bank for Reconstruction and Development.

C.1 What were the gross revenues for your organization for all prime* contracts and subcontracts* under the definition provided above?

	Gross revenues for identified IFI contracts (in Canadian dollars)	
For fiscal year ending in 1998	200	. 0 0
For fiscal year ending in 1999	201	. 0 0

C.2 How many prime* contracts and subcontracts* did your organization sign?

		Number of contracts signed	
For fiscal year ending in 1998:	Prime* contracts	202	
	Subcontracts*	203	
	(A) Sub-total 1998	204	A
For fiscal year ending in 1999:	Prime* contracts	205	
	Subcontracts*	206	
	(B) Sub-total 1999	207	B
(A + B) GRAND TOTAL		208	A + B

C.3 Instructions:

If total number of contracts signed in Question C.2 is 4 or less, go to section D on page 9.

If the total number of contracts signed is 5 or more, answer questions C.4 and C.5 before going to Section D.

C.4 Please report one major funding source for each prime contract* or sub-contract* signed in 1998 or 1999.

NOTE: the total number of contracts for 1998 must be equal to the sub-total for 1998 reported in question C.2(A)

For fiscal year ending in 1998:		Number of contracts signed	
Loan(s) from:	The African Development Bank	209	
	The Asian Development Bank	210	
	The Caribbean Development Bank	211	
	The Inter-American Development Bank	212	
	The World Bank	213	
Grant(s) from:	The Asian Development Bank Technical Assistance Program	214	
	Total 1998	215	Equal to (A) in question C.2

NOTE: the total number of contracts for 1999 must be equal to the sub-total for 1999 reported in question C.2(B)

For fiscal year ending in 1999:		Number of contracts signed	
Loan(s) from:	The African Development Bank	216	
	The Asian Development Bank	217	
	The Caribbean Development Bank	218	
	The Inter-American Development Bank	219	
	The World Bank	220	
Grant(s) from:	The Asian Development Bank Technical Assistance Program	221	
	Total 1999	222	Equal to (B) in question C.2

C.5 How many of the prime* contracts and/or subcontracts* listed above included a training, skills transfer or education component (as defined in question A.1 at the beginning of the questionnaire)?

223 Number _____

C.6 Instructions:

Go to Section D on the next page..

SECTION D - INDIVIDUAL CONTRACT INFORMATION

Section D: gathers detailed information on a maximum of 4 prime* contracts and/or subcontracts*

Contract #1

Please complete the following questions for a prime* contract or subcontract* that:

- was **signed in your fiscal years ending in 1998 or 1999** and
- was funded by **grant(s)** from the **Asian Development Bank Technical Assistance** program
- AND/OR was funded (in whole or in part) by **loan(s)** from any of the following banks:

The African Development Bank	The Inter-American Development Bank
The Asian Development Bank	The World Bank
The Caribbean Development Bank	

Do not report on any contracts funded through the Canadian Consultant Trust Fund* or the European Bank for Reconstruction and Development.

D1.1 This contract, which meets the above definitions, was signed in:

Mark one only

300 1 Fiscal year ending in 1998 **OR** 2 Fiscal year ending in 1999

D1.2 This contract is a:

Mark one only

302 1 Prime* contract **OR** 2 A subcontract*

D1.3 What is the total value of this contract **to your organization only**. **Include** all expected revenues even if they have not yet been received. **Do not include** revenues transferred to any subcontractors which you hired to help complete this project.

	Contract revenue (in Canadian dollars)
Value of this contract to your organization only	304 . 0 0

D1.4 This contract is funded (in whole or in part) through:

Mark all that apply

Loan(s) from the:

- 305**
- 1 African Development Bank
 - 2 Asian Development Bank
 - 3 Caribbean Development Bank
 - 4 Inter-American Development Bank
 - 5 World Bank

Technical Assistance grant(s) from the:

- 6 Asian Development Bank

D1.5 What is the name of the borrower* country (ies) where the work for this contract is being completed?

306 Borrower country name: _____

307 Borrower country name: _____

308 Borrower country name: _____

D1.6 Please give a brief description of the **main purpose or objective** of this contract.

309

D1.7 Which foreign sector awarded this contract (e.g., government, power, education, etc.)?

310 _____

D1.8 In which foreign sector will most of the work take place (e.g., government, power, education, etc.)?

311 _____

D1.9 Did you bid on this contract in partnership* or as part of a consortium* with other businesses or organizations?

312 1 Yes 2 No ► Go to question D1.11

D1.10 Are these partners:
Mark all that apply

313 1 Canadian businesses, organizations or government?
2 Foreign businesses, organizations or government?

D1.11 Did you **subcontract** out any portion of this contract **after** the contract was signed?

314 1 Yes 2 No ► Go to question D1.13

D1.12 Are these subcontractors:
Mark all that apply

In Canada :

315 1 Public or commercial school(s), training institute(s) or training company(ies)
2 Business(es) that is (are) NOT part of the education/training sector
3 Associations or non-governmental organizations
4 Government

Outside Canada :

5 Public or commercial school(s), training institute(s) or training company(ies)
6 Business(es) that is (are) NOT part of the education/training sector
7 Associations or non-governmental organizations
8 Government

D1.13 How much did your organization spend on the following items in order to obtain this contract ?

	Related expenditures (in Canadian dollars)	
Purchase of bidding documents	316	. 0 0
Preparation of bid	317	. 0 0

D1.14 Does any part of this contract include training, skills transfer or education related services or products? (You may refer to question A.1 to help you identify activities which are relevant to this survey or you may include an activity which you feel meets these conditions)

318 1 Yes 2 No ► Go to question D1.19

D1.15 Please describe the type of training, skill transfer or education related service or product

319 _____

D1.16 Is your organization providing this training, skill transfer or education related services or products?

320 1 Yes 2 No ► Go to question D1.19

D1.17 What percentage of the total dollar value of the contract for your organization (dollar value in Question D1.3) is budgeted to the training, skill transfer or education related service or product?

321 Percentage of total value (from D1.3) %

D1.18 Will/did your organization need to hire additional/new employees in order to complete the training, skills transfer or education related service or product components of this contract?

322 1 Yes 2 No

D1.19 Please continue with CONTRACT #2. If you only had 1 prime* contract or subcontract*, go to Section E on page 17 to sign-off the questionnaire as you have now completed this survey.

Contract #2

Please complete the following questions for a prime* contract or subcontract* that:

- was **signed in your fiscal years ending in 1998 or 1999** and
- was funded by **grant(s)** from the **Asian Development Bank Technical Assistance** program
- AND/OR was funded (in whole or in part) by **loan(s)** from any of the following banks:

The African Development Bank

The Inter-American Development Bank

The Asian Development Bank

The World Bank

The Caribbean Development Bank

Do not report on any contracts funded through the Canadian Consultant Trust Fund* or the European Bank for Reconstruction and Development.

D2.1 This contract, which meets the above definitions, was signed in:

Mark one only

400

1 Fiscal year ending in 1998

OR

2 Fiscal year ending in 1999

D2.2 This contract is a:

Mark one only

402

1 Prime* contract

OR

2 A subcontract*

D2.3 What is the total value of this contract **to your organization only**. **Include** all expected revenues even if they have not yet been received. **Do not include** revenues transferred to any subcontractors which you hired to help complete this project.

	Contract revenue (in Canadian dollars)
Value of this contract to your organization only	404 . 00

D2.4 This contract is funded (in whole or in part) through:

Mark all that apply

Loan(s) from the:

405

1 African Development Bank

2 Asian Development Bank

3 Caribbean Development Bank

4 Inter-American Development Bank

5 World Bank

Technical Assistance grant(s) from the:

6 Asian Development Bank

D2.5 What is the name of the borrower* country (ies) where the work for this contract is being completed?

406 Borrower country name: _____

407 Borrower country name: _____

408 Borrower country name: _____

D2.6 Please give a brief description of the **main purpose or objective** of this contract.

409

D2.7 Which foreign sector awarded this contract (e.g., government, power, education, etc.)?

410

D2.8 In which foreign sector will most of the work take place (e.g., government, power, education, etc.)?

411

D2.9 Did you bid on this contract in partnership* or as part of a consortium* with other businesses or organizations?

412 1 Yes 2 No ► Go to question D2.11

D2.10 Are these partners:

Mark all that apply

413 1 Canadian businesses, organizations or government?

2 Foreign businesses, organizations or government?

D2.11 Did you **subcontract** out any portion of this contract **after** the contract was signed?

414 1 Yes 2 No ► Go to question D2.13

D2.12 Are these subcontractors:

Mark all that apply

In Canada :

415 1 Public or commercial school(s), training institute(s) or training company(ies)

2 Business(es) that is (are) NOT part of the education/training sector

3 Associations or non-governmental organizations

4 Government

Outside Canada :

5 Public or commercial school(s), training institute(s) or training company(ies)

6 Business(es) that is (are) NOT part of the education/training sector

7 Associations or non-governmental organizations

8 Government

D2.13 How much did your organization spend on the following items in order to obtain this contract ?

	Related expenditures (in Canadian dollars)	
Purchase of bidding documents	416	. 0 0
Preparation of bid	417	. 0 0

D2.14 Does any part of this contract include training, skills transfer or education related services or products? (You may refer to question A.1 to help you identify activities which are relevant to this survey or you may include an activity which you feel meets these conditions)

418 1 Yes 2 No ► Go to question D2.19

D2.15 Please describe the type of training, skill transfer or education related service or product

419

D2.16 Is your organization providing this training, skill transfer or education related services or products?

420 1 Yes 2 No ► Go to question D2.19

D2.17 What percentage of the total dollar value of the contract for your organization (dollar value in Question D2.3) is budgeted to the training, skill transfer or education related service or product?

421 Percentage of total value (from D2.3) %

D2.18 Will/did your organization need to hire additional/new employees in order to complete the training, skills transfer or education related service or product components of this contract?

422 1 Yes 2 No

D2.19 Please continue with CONTRACT #3. If you only had 2 prime* contracts and subcontracts*, go to Section E on page 17 to sign-off the questionnaire as you have now completed this survey.

Contract #3

Please complete the following questions for a prime* contract or subcontract* that:

- was **signed in your fiscal years ending in 1998 or 1999** and
- was funded by **grant(s)** from the **Asian Development Bank Technical Assistance** program
- AND/OR was funded (in whole or in part) by **loan(s)** from any of the following banks:

The African Development Bank	The Inter-American Development Bank
The Asian Development Bank	The World Bank
The Caribbean Development Bank	

Do not report on any contracts funded through the Canadian Consultant Trust Fund* or the European Bank for Reconstruction and Development.

D3.1 This contract, which meets the above definitions, was signed in:

Mark one only

500 1 Fiscal year ending in 1998 **OR** 2 Fiscal year ending in 1999

D3.2 This contract is a:

Mark one only

502 1 Prime* contract **OR** 2 A subcontract*

D3.3 What is the total value of this contract **to your organization only**. **Include** all expected revenues even if they have not yet been received. **Do not include** revenues transferred to any subcontractors which you hired to help complete this project.

	Contract revenue (in Canadian dollars)
Value of this contract to your organization only	504 . 0 0

D3.4 This contract is funded (in whole or in part) through:

Mark all that apply

Loan(s) from the:

- 505**
- 1 African Development Bank
 - 2 Asian Development Bank
 - 3 Caribbean Development Bank
 - 4 Inter-American Development Bank
 - 5 World Bank

Technical Assistance grant(s) from the:

- 6 Asian Development Bank

D3.5 What is the name of the borrower* country (ies) where the work for this contract is being completed?

506 Borrower country name: _____

507 Borrower country name: _____

508 Borrower country name: _____

D3.6 Please give a brief description of the **main purpose or objective** of this contract.

509

D3.7 Which foreign sector awarded this contract (e.g., government, power, education, etc.)?

510 _____

D3.8 In which foreign sector will most of the work take place (e.g., government, power, education, etc.)?

511 _____

D3.9 Did you bid on this contract in partnership* or as part of a consortium* with other businesses or organizations?

512 1 Yes 2 No ► Go to question D3.11

D3.10 Are these partners:

Mark all that apply

513 1 Canadian businesses, organizations or government?

2 Foreign businesses, organizations or government?

D3.11 Did you **subcontract** out any portion of this contract **after** the contract was signed?

514 1 Yes 2 No ► Go to question D3.13

D3.12 Are these subcontractors:

Mark all that apply

In Canada :

515 1 Public or commercial school(s), training institute(s) or training company(ies)

2 Business(es) that is (are) NOT part of the education/training sector

3 Associations or non-governmental organizations

4 Government

Outside Canada :

5 Public or commercial school(s), training institute(s) or training company(ies)

6 Business(es) that is (are) NOT part of the education/training sector

7 Associations or non-governmental organizations

8 Government

D3.13 How much did your organization spend on the following items in order to obtain this contract ?

	Related expenditures (in Canadian dollars)	
Purchase of bidding documents	516	. 00
Preparation of bid	517	. 00

D3.14 Does any part of this contract include training, skills transfer or education related services or products? (You may refer to question A.1 to help you identify activities which are relevant to this survey or you may include an activity which you feel meets these conditions)

518 1 Yes 2 No ► Go to question D3.19

D3.15 Please describe the type of training, skill transfer or education related service or product

519

D3.16 Is your organization providing this training, skill transfer or education related services or products?

520 1 Yes 2 No ► Go to question D3.19

D3.17 What percentage of the total dollar value of the contract for your organization (dollar value in Question D3.3) is budgeted to the training, skill transfer or education related service or product?

521 Percentage of total value (from D3.3) %

D3.18 Will/did your organization need to hire additional/new employees in order to complete the training, skills transfer or education related service or product components of this contract?

522 1 Yes 2 No

D3.19 Please continue with CONTRACT #4. If you only had 3 prime* contracts or subcontracts*, go to Section E on page 17 to sign-off the questionnaire as you have now completed this survey.

Contract #4

Please complete the following questions for a prime* contract or subcontract* that:

- was **signed in your fiscal years ending in 1998 or 1999** and
- was funded by **grant(s)** from the **Asian Development Bank Technical Assistance** program
- AND/OR was funded (in whole or in part) by **loan(s)** from any of the following banks:

The African Development Bank	The Inter-American Development Bank
The Asian Development Bank	The World Bank
The Caribbean Development Bank	

Do not report on any contracts funded through the Canadian Consultant Trust Fund* or the European Bank for Reconstruction and Development.

D4.1 This contract, which meets the above definitions, was signed in:

Mark one only

600 1 Fiscal year ending in 1998 **OR** 2 Fiscal year ending in 1999

D4.2 This contract is a:

Mark one only

602 1 Prime* contract **OR** 2 A subcontract*

D4.3 What is the total value of this contract **to your organization only**. **Include** all expected revenues even if they have not yet been received. **Do not include** revenues transferred to any subcontractors which you hired to help complete this project.

	Contract revenue (in Canadian dollars)
Value of this contract to your organization only	604 . 00

D4.4 This contract is funded (in whole or in part) through:

Mark all that apply

Loan(s) from the:

- 605**
- 1 African Development Bank
 - 2 Asian Development Bank
 - 3 Caribbean Development Bank
 - 4 Inter-American Development Bank
 - 5 World Bank

Technical Assistance grant(s) from the:

- 6 Asian Development Bank

D4.5 What is the name of the borrower* country (ies) where the work for this contract is being completed?

606 Borrower country name: _____

607 Borrower country name: _____

608 Borrower country name: _____

D4.6 Please give a brief description of the **main purpose or objective** of this contract.

609

D4.7 Which foreign sector awarded this contract (e.g., government, power, education, etc.)?

610 _____

D4.8 In which foreign sector will most of the work take place (e.g., government, power, education, etc.)?

611 _____

D4.9 Did you bid on this contract in partnership* or as part of a consortium* with other businesses or organizations?

612 1 Yes 2 No ► Go to question D4.11

D4.10 Are these partners:

Mark all that apply

613 1 Canadian businesses, organizations or government?

2 Foreign businesses, organizations or government?

D4.11 Did you **subcontract** out any portion of this contract **after** the contract was signed?

614 1 Yes 2 No ► Go to question D4.13

D4.12 Are these subcontractors:

Mark all that apply

In Canada :

615 1 Public or commercial school(s), training institute(s) or training company(ies)

2 Business(es) that is (are) NOT part of the education/training sector

3 Associations or non-governmental organizations

4 Government

Outside Canada :

5 Public or commercial school(s), training institute(s) or training company(ies)

6 Business(es) that is (are) NOT part of the education/training sector

7 Associations or non-governmental organizations

8 Government

D4.13 How much did your organization spend on the following items in order to obtain this contract ?

	Related expenditures (in Canadian dollars)	
Purchase of bidding documents	616	. 0 0
Preparation of bid	617	. 0 0

D4.14 Does any part of this contract include training, skills transfer or education related services or products? (You may refer to question A.1 to help you identify activities which are relevant to this survey or you may include an activity which you feel meets these conditions)

618 1 Yes 2 No ► Go to question D4.19

D4.15 Please describe the type of training, skill transfer or education related service or product

619

D4.16 Is your organization providing this training, skill transfer or education related services or products?

620 1 Yes 2 No ► Go to question D4.19

D4.17 What percentage of the total dollar value of the contract for your organization (dollar value in Question D4.3) is budgeted to the training, skill transfer or education related service or product?

621 Percentage of total value (from D4.3) %

D4.18 Will/did your organization need to hire additional/new employees in order to complete the training, skills transfer or education related service or product components of this contract?

622 1 Yes 2 No

D4.19 Please go to Section E on page 17 to sign-off the questionnaire as you have now completed this survey.

