

**econext (formerly NEIA) Caribbean Program**  
**APPLICATION FOR CUSTOMIZED CONSULTING AND ADVISORY SERVICES**

Applicant Name and Organization	
Contact Information (Phone and E-mail)	

This program requires regular engagement and companies failing to meet deadlines and engage regularly in the execution of their work plan will forfeit their remaining consulting hours. Approximately how many hours of time is your organization able to commit to this program over the three-month duration?

Have you participated in the econext/NEIA Caribbean program in the past (market entry strategy, customized consulting services, and/or participation in a trade mission)?

Yes

No

If **YES**, please summarize your follow-up since last engagement with the econext/NEIA Caribbean program.

If **NO**, please describe your Caribbean business development experience to date (e.g., sales, market research, participation in other trade missions, partners in the region) as well as your prior export development experience in other markets (e.g. a company export development plan has been completed, previous exports to other markets, international partnerships established, previous export research or trade mission participation, etc.)

Please articulate your overall goals and objectives for Caribbean business development, as well as any ongoing projects/ activity in the region.

Which (if any) of the following services would you be interested in receiving from the consultant?

	Virtual matchmaking services ( <i>scheduling of online or telephone meetings with in-market contacts</i> )
	Supporting the design and coordination of virtual seminars and presentations for participants to demonstrate capabilities and experience to in-market audiences
	Targeted market research
	Mentorship and strategy formulation
	Opportunity identification ( <i>generating a list of project opportunities in both the design and execution phases that align to the participant's capabilities and objectives so that there is an awareness of opportunities prior to the publishing of official procurement notices</i> )
	Identification of key contacts within IFIs and other international agencies operating in the Caribbean, including project executing agencies
	Identification and potential pre-qualification of project partners ( <i>in-market, as well as other Canadian and/or international firms operating in the region</i> )
	Support with development of Expressions of Interest (EOIs) and project proposals
	Internal, customized training and capacity building (to be delivered remotely)
	Support in generating international business development tools and templates ( <i>e.g. bid decision tools, partner qualification checklists, partner management processes, IFI project experience documents, IFI-formatted CVs, etc.</i> )
	Advisory support related to contract negotiations.
	Other

Please provide any additional detail on how you propose to utilize the services of the consultant to pursue your Caribbean business development objectives.