

## PROCUREMENT WEBSITES FOR 2010 WINTER OLYMPICS

At present the Vancouver Organizing Committee for the 2010 Olympic & Paralympic Winter Games (VANOC) is focusing its procurement activities in areas where an immediate need exists. In addition, the Province of BC Olympic Games Secretariat has launched a website to assist businesses wishing to take advantage of the opportunities arising from the Games.

In the very early stages, much of what is acquired by VANOC will be related to the office operations of the organization, construction activities (including design, environmental work, etc.), and Games-specific expertise for early planning.

Businesses interested in supplying goods or services to Vancouver 2010 should contact [judy.simonite@mail.doc.gov](mailto:judy.simonite@mail.doc.gov) for information on the above-mentioned websites.

Opportunities for American firms: Over the next six years there will be numerous opportunities for American firms to ensure their products and services are used in the upcoming 2010 Winter Olympic and Paralympic Games in Vancouver Canada. US firms are encouraged to begin the process of getting their products into the local distribution channel as early as possible and to begin monitoring the official procurement websites. CS Vancouver is in a unique position to assist US firms establishing the right linkages with local firms, organizations and government officials involved with the decision making for 2010.

### The U.S. Commercial Service:

The Commercial Service of the U.S. Department of Commerce offers a number of highly effective programs to help export-ready companies identify and establish business relationships in foreign markets. The Gold Key service is particularly effective in helping U.S. companies to identify potential foreign distributors, representatives, joint-venture partners, etc. Through this customized program, the Commercial Service arranges appointments for U.S. companies with pre-screened business contacts whose interests and objectives match those of the U.S. firm. The Gold Key service can be extremely effective when entering new markets.

In addition to the Gold Key service, the Commercial Service offers a number of other services/resources (including customized market research and key contact lists), to assist U.S. companies entering or expanding in foreign markets. The Commercial Service in Canada can be contacted at the following telephone numbers: Vancouver (604) 685-3382; Calgary (403) 265-2116; Ottawa (613) 688-5217; Toronto (416) 595-5412; Montreal (514) 398-9695; and Halifax (902) 429-2482. The U.S. Commercial Service is also on the World Wide Web at: [www.buyusa.gov/canada](http://www.buyusa.gov/canada)

The Canadian market in particular represents a good "first step" for U.S. small to medium sized enterprises (SME). We would welcome the opportunity to assist you. Think "Canada First!"

If this report has alerted you to a commercial service opportunity in Canada, and you subsequently pursue it with successful results, please let us know. We track U.S. success in Canada and want to know how our market services and reports are being used.