



<b>Project Name and Approximate Project Value:</b> Supporting the Saskatchewan Trade Export Partnership		<b>Country:</b> Canada
<b>Project Location Within Country:</b> Ottawa, Regina, Saskatoon		<b>Professional Staff Provided:</b> 1 <b>No. of Person Months:</b> 3
<b>Client:</b> Saskatchewan Trade Export Partnership (STEP) 1801 Hamilton Street Regina, Saskatchewan, S4P 3C6 <b>Contact:</b> Glen Millard, Executive Director		
<b>Start Date:</b> January 2007	<b>Completion Date</b> Ongoing	
<b>Senior/Key Staff Involved and Functions Performed:</b> Hussein Amery, Senior Advisor, Business Development		
<p><b>Detailed Narrative Description of Project:</b> STEP is one of the most successful and unique trade and export development organizations in the world. A non-profit, membership driven, government/industry partnership, STEP champions Saskatchewan's export industry as it assists provincial businesses realize global marketing opportunities through specially tailored services and programs.</p> <p>In order to improve STEP's overall business development capacity and ability to identify and respond to opportunities, Integrated Development Enterprise Associates (IDEA) provides a package of business development, training and technical services. IDEA's technical assistance and advisory services will enable STEP's staff to enhance their internal capacity in the areas of effective bidding, project sourcing and consortia building, while supporting the client in further development of securing related development projects in Ukraine and surrounding areas. IDEA supports STEP in securing technical assistance grants and short listing for opportunities on IFI funded projects.</p>		
<p><b>Description of Actual Services Provided:</b> For the purpose of enhancing internal capacity in the areas of effective bidding, project sourcing and consortia building, IDEA provides training and support to staff members of the Saskatchewan Trade Export Partnership while supporting the client for further development of securing related development projects in Ukraine and surrounding area. IDEA also supports STEP in securing technical assistance grants and short listing for opportunities on IFI funded projects. IDEA provides continual assistance in the development and implementation of a corporate strategy to secure projects with the federal government focusing on DFAIT, CIDA and AAFC.</p>		
<b>Funder:</b> Saskatchewan Trade Export Partnership (STEP)		
<b>Firm:</b> Integrated Development Enterprise Associates (IDEA)		