



INTERNATIONAL BUSINESS SERVICES FORUM

May 15-16, 2007 Toronto

Participant Profiles



Link to New Markets...



Explore Opportunities...



Develop Partnerships...

Sponsored by the International Trade Centre (Geneva)
For the promotion of Service Exports!





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Khali and Associates, Lesotho



Dodoze Masoabi is a qualified accounting professional with a number of years experience in the field. As a member of the International Federation of Accountants, Dodoze is in a position to provide Canadian companies with accounting services that conform to international standards and norms.

Sector:

Accounting services

Services:

- External Audit Services
- Consulting and short-term training
- General accounting services such as tax services, financial reports, business plans, forecasts

Highlights:

- Licensed accounting professional who has satisfied the Continued Professional Education (CPD) designation
- Firm was established in 1997 and has 4 fulltime employees, 2 trainees and occasional temporary officers
- Track record of successful audits and compliance with International Financial Reporting Standards

Dodoze MASOABI Khali & Associates

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Objectives for mission:

1. Identification of Canadian companies seeking to outsource non-core aspects of their accounting functions.
2. Linking with a small accountancy firm and developing a long term business relationship.
3. Meeting with accountancy associations to link up with their members.

Market experience: Service both local and international clients based in Lesotho

Sector Experience: Varied

Clients: World Bank, World Vision International, small and medium sized organizations, financial institutions, non-profit organizations, non-governmental organizations and contractors

Association: Lesotho Institute of Accountants; Affiliate member with UK based Association of Certified Chartered Accountants (ACCA)

Ceylon Chamber of Commerce, Sri Lanka



Subhashini represents the Ceylon Chamber of Commerce which is the oldest chamber in the country. It is an independent, non-profit, non-political and voluntary body representing the widest coverage of private sector companies in Sri Lanka. Subhashini has an active involvement in all the economic activities of the Chamber particularly in the area of service trade promotion. She has an important role to play in developing linkages between the Sri Lankan and Canadian service trade communities.

Sector:

Business Support

Services:

- Market surveys
- Event management in Sri Lanka
- Facilitation with market visits
- Export and investment promotion
- Partner identification

Highlights:

- Ideally positioned to link Canadian and Sri Lankan business
- Access to credible and reliable companies in Sri Lanka
- An in-depth knowledge of the Sri Lankan business community

Objectives for mission:

1. Establish links with reputed business organizations and any other business chambers or business supporting organizations, with whom CCC can work together to promote export of services.
2. Meet private companies interested in importing services from developing countries
3. Learn about Canadian market requirements and how to trade with Canada
4. Promote Sri Lanka as a service export destination, inform those who are present of our strengths
5. Ceylon Chamber of Commerce to become a facilitator of trade between the two countries

Market experience: Regional

Sector experience: Covers the full spectrum of Sri Lankan economic sectors

Clients: The Sri Lankan business community

Association: Sri Lanka Canada Business Council

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The Winning Spirit, Ethiopia



Melika Bedri is a professional consultant specializing in business development and business facilitation in the Ethiopian market. Melika provides business advisory services for The Winning Spirit, an organization which is owned and managed by a group of women entrepreneurs who are highly qualified and experienced in the field of marketing, public relations, consulting and business development support services.

Sector:

Market Research, Business Development

Services:

- Accounting
- Market research
- Translation
- Printing
- Sales and promotion
- Financial management
- Translation and editing
- Consulting and business development

Highlights:

- Strong focus on customer satisfaction
- Extensive network of business and government contacts in Ethiopia
- A deep understanding of the Ethiopian regulatory and business environment
- A solid background in professional business management
- Linkages with Ethiopian women entrepreneurs

Objectives for mission:

1. Understanding the Canadian market and how it operates specifically the rules and regulations governing the business sector.
2. Understanding the types of business services utilised by Canadian business and the promotional strategies used in foreign markets.
3. Understanding the Canadian perception regarding cost and quality of business development services

Market experience: Ethiopia

Sector experience: Assorted. Having worked in the commercial banking sector, Melika has experience in a wide variety of sectors.

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Gracious DAKA MUVOMBO, Managing Director

Women Entrepreneurs Development Association of Zambia



Gracious Daka Muvombo is the founder of the Zambian Women's Association, WEDAZ which focuses on the development of women entrepreneurs. With over 1,800 members throughout Zambia, WEDAZ is well positioned to link Canadian companies with Zambian services exporters in a range of sectors.

Sector:

Business Support

Services:

- skills training
- credit to individual members and women's groups for income generating activities
- networking forum
- support to community social groups

Highlights:

Selected WEDAZ achievements include:

- Training of more than 800 women in business skills since inception
- Fully fledged training school in Kamanga
- Available training equipment
- Most women who have passed through WEDAZ training have established their own business
- Increased membership
- Establishment of self help groups in communities

Objectives for mission:

1. To acquire knowledge and expertise about exporting services in order to provide training and support to WEDAZ service exporting members.
2. To identify Canadian organisations and companies interested in outsourcing certain service functions offshore.
3. To collaborate with Canadian Women's Associations.

Market experience: Zambia

Sector experience: Varied

Affiliations:

Non Governmental Organisation Coordinating Council (NGOCC)
NGO Technical Services Unit
Zambia Federation of Women Associations in Business (ZAFWIB)

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Peres WERE has established Kenya's only outsourcing advisory and call centre planning consultancy offering services to international clients to set up call centres in Kenya or outsource certain business processes to Kenyan companies. Having worked in the call centre industry in the United Kingdom for a number of years, Peres offers clients' international experience and expertise coupled with an intimate knowledge of the Kenyan market.

Sector:

Call Centre and Business Process Outsourcing (BPO) consulting

Services:

Management consulting on Business Process Outsourcing and call centre planning including: site and vendor selection, technology implementation, business selection and planning, project management, operations strategy and process mapping.

Highlights:

- MBA from the University of Leicester in the United Kingdom
- Specialist expertise on the Kenyan outsourcing sector
- International call centre experience
- Provision of end-to-end solutions for foreign clients
- Access to reliable technology platforms
- Location in an advantageous time zone for Canadian companies

Objectives for mission:

1. Identification of Canadian companies that want to set up call centres abroad or outsource business processes to Kenyan companies.
2. Understanding what services Canadian companies regularly outsource and which Canadian industries regularly outsource .

Market experience: Kenya, United Kingdom, USA

Sector experience: Call centres, transcription, editing, data processing, web design

Clients: Qualtrak (UK), Avaya (world leader in call centre technology)

Association: Executive Committee of the Kenya BPO and Contact Centre Society

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Mabel APALOO, Managing Director

Moltema Publications Limited, Ghana



Mabel Apaloo is an experienced graphic designer with over twelve years experience in the printing and publishing industry. Mabel runs her own established printing and publishing company which, although small, provides professional and personal service to clients. Mabel can offer Canadian companies a cost effective and efficient outsourcing option for all their printing and publishing requirements.

Sector: Graphic Design and Printing

Services:

- Design and layout
- Printing and publishing
- A unique range of Ghanaian greeting cards and stationery

Highlights:

- Over 12 years experience in the printing industry
- Capacity to bring unique African design to client brochures and stationery
- Location in a time zone that would allow Canadian printers access to an additional shift

Objectives for mission:

1. Identification of Canadian companies looking to outsource their design, layout and printing requirements offshore.
2. Networking with Canadian printers that require additional capacity and would outsource offshore.
3. Identification of distributors for stationery made in Ghana.

Market experience: West Africa

Sector experience: Varied

Clients: World Bank (Ghana), British High Commission (Ghana), UN-WHO, ECOWAS

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Legacy Books Press, Kenya



Aoko Midiwo-Odembo has been a development practitioner for a number of years and has utilised this experience to fill the gap in the East African market in the specialist area of development publications and materials. With strong linkages to the regional and international development community, Aoko has successfully launched the first development-focused bookshop in East Africa boasting a comprehensive range of over 20,000 titles.

Sector:

Printing and publishing with expertise in international development

Services:

- Retail and online bookshop
- Publishing, printing, editing, co-authorship
- Books & other materials

Highlights:

- Legacy Books Press fills a gap in development publications and materials in the fields of: agriculture, applied technology, community development, conflict, disaster management, environment, gender, health, human rights, micro enterprises, training and research and urban development, world reports etc.
- The first bookshop in East Africa with a comprehensive list of over 20,000 titles available for purchase online

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Objectives for mission:

1. Identification of international development planners and workers, professionals and students interested in Kenya and the East African region.
2. Identification of potential Canadian business partners in the area of co-publishing, re-printing of books and educational materials.
3. Networking with women from other women's business associations in the area of market research, printing, film production, radio, horticulture, hotel industry and early childhood education

Market experience: Kenya, Ethiopia

Sector experience: Publications focus on development in the fields of agriculture, applied technology, community development, conflict, disaster management, environment, gender, health, human rights, micro enterprises, training and research and urban development.

Clients: The Legacy Bookshop is a stockist and distributor of publications from the World Bank, the International Development Research Centre, Oxfam, the Commonwealth, United Nations, Intermediate Technology Development Group, UNIFEM and the Swedish International Development Agency

Association: Kenya Women Association of Business Owners (KWABO)

Whitehouse & Associates, South Africa



Liz Whitehouse is a South African based international trade development specialist with over 20 years experience in Africa related trade and investment research. Liz has a wealth of knowledge on African markets and an in depth understanding of African issues and policy. Having worked extensively with foreign companies to develop their exports to Africa, she can provide a great deal of experience and expertise to Canadian companies wanting to develop their business in Africa.

Sector:

International Trade Development

Services:

- Market research
- Facilitation with market visits
- Partner searches
- Market entry strategies

Highlights:

- Access to a research team that between them has over 35 years of combined research experience in Africa and international trade
- A good network of contacts in South Africa, southern Africa and east Africa
- Cost effective research processes
- Experience with assisting Canadian companies develop African markets
- An intimate understanding of Africa and African trade issues

Objectives for mission:

1. Seeking Canadian companies looking to develop their export markets in Africa that have a need for market information and assistance with market development.
2. Networking with Canadian consultants with whom to partner on internationally funded development projects in Africa, specifically projects funded by CIDA.

Market experience: International

Sector experience: Varied and ranging from mining to FMCG. Experience in African infrastructure projects

Clients: International Trade Centre (Geneva), Canadian High Commission (Johannesburg), Micronutrient Initiative (Canada), Austrade, APEX (Brazil), SPRI (Spain), Stratagem (UK), Enterprise Mauritius, ESIPP, Development Bank of Southern Africa

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K. Mophethe Chambers, Lesotho



Kuena Mophethe is an experienced lawyer who has established her own legal practice specialising in commercial and development law. Having worked within the legal fraternity in Lesotho for a number of years, Kuena has a wealth of practical experience to offer to Canadian companies doing business in the region.

Sector:

Legal

Services:

- Consulting services in commercial law, development law, industrial relations/labour law as well as Alternative Dispute Resolution services (ADR).
- Training in any of the above referenced subjects to clients and also undertake research and make tailor made products, such as policies, rules, procedures etc for clients
- Environmental Impact Assessments
- Legal Due Diligence

Highlights:

- Extensive experience in commercial and development law
- Practical knowledge of the law in southern Africa
- Experience working with international clients and consultants in Lesotho

Objectives for mission:

1. Developments of networks, business relationships and partnerships with companies that require legal services or a local advisor or correspondent in Lesotho
2. Identify requirements for the provision of training services in Alternative Dispute Resolution and other areas of expertise

Market experience: Experience with a number of international agencies and consultants

Sector experience: Construction, environmental, joint ventures, general commercial

Clients: International Finance Corporation (IFC), International Labour Organisation (ILO), United Nations Environmental Programme (UNEP), United Nations Development Programme (UNDP)

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Yasmin HYDER, Chief Executive

New World Concepts, Pakistan



Yasmin Hyder is a marketing specialist with extensive experience in the marketing environment in Pakistan. She runs her own corporate marketing company that offers a deep understanding of global guidelines and recognizes the need for service excellence in all fields. With a unique understanding of the south Asian market and providing a cost effective quality service, Yasmin is well positioned to service the needs of the Canadian market for innovative marketing solutions.

Sector:

Corporate Marketing

Services:

- Design and creative services from logos to marketing campaigns
- Event management in Pakistan
- Editorial and publishing services
- Design and production of corporate gifts and giveaways
- Media and public relations

Highlights:

- New World Concepts is essentially a corporate marketing and business development enterprise offering great value to cross border business in various industries.
- Sound regional network ensuring the company can both represent as well as further the business interests of potential Canadian investors and firms.
- Team of people which bring creative thinking, delivery beyond client expectations, a broad spectrum of marketing services, competitive pricing structures, quick turnaround times on campaigns and specific expertise in servicing the diaspora in Canada.
- Pakistan is a growing market of 160 million people with 50% of the population under 18 years of age. Currently, the economy is undergoing a boom with both services, industrial and consumer companies posting record profits. The company's associates cover the region providing high quality marketing and business development expertise.

Objectives for mission:

1. Identify and collaborate with Canadian companies focused on outsourcing designing, creative and editorial services.
2. Understand the requirements of Canadian companies for cross border trade.
3. Explore partnerships and represent Canadian companies interested in marketing their goods and services in the Pakistan market.

Market experience: International

Sector experience: Varied and including pharmaceuticals, oil and gas, banking, logistics, FMCG and Insurance.

Clients: British Petroleum, Pfizer, Shell, GlaxoSmithKline, Roche, Citibank, ABN Amro, DHL, Unilever, Nielsen

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Dudzile Thabede is a marketing professional with many years experience in the corporate world. For the last five years, Dudzile has been running her own highly successful marketing and communications strategy development company servicing a number of blue-chip South African companies. Offering a personalized and original service to her clients, Dudzile is in a position to leverage her knowledge of developing markets to form strategic alliances with Canadian business.

Sector:

Specialist Marketing, Advertising and Branding Consultancy

Services:

- Marketing and communications strategies
- Brand and corporate identity development
- Brand positioning development
- Copywriting
- Graphic Design
- Advertising and promotions
- Product launches
- Promotional gifts

Highlights:

- Unique understanding of developing markets
- Unique proprietary tools for developing brand strategy
- Diverse industry experience
- Holistic and multifaceted advertising and communications solutions
- Full service delivery through strategic partners

Objectives for mission:

1. Collaboration with Canadian companies willing to outsource elements of their marketing function offshore
2. Seeking strategic partnerships with Canadian companies/consultants in the same sector for a mutual exchange of information and skills and collaboration on new or current projects

Market experience: South Africa, Nigeria

Sector experience: Varied and extensive, including FMCG, financial services, employee benefits, publishing, mobile/cell phone market, petroleum products.

Clients: First National Bank, SABS, Sony Ericsson, Eskom Enterprises, NBC, SASRIA, Commonwealth Business Council, Folio Holdings (Nigeria), Sizwe Medical Fund, ABSA, Mafube Publishing, Masana Petroleum Solutions

Dudzile THABEDE

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BrandSmart offers a lot of creativity as attested by the company profile they developed, which is currently helping us in articulating our story and what we are all about."

S. Mncuango,
Masana Petroleum Solutions

Teigist LEMMA DESSALEGN, Managing Director

Neat Training Research and Advisory Center, Ethiopia



Teigist Dessalegn has extensive experience working in the private sector in Ethiopia. She has brought this experience and market knowledge into her own research and consulting company and is well placed to assist Canadian business with analysis, research and access to business networks in Ethiopia. Having worked extensively at grassroots level, Teigist is results-oriented and quickly adds value to her clients' business.

Sector:

Market research, Management Consulting, Capacity-building for Women's Associations

Services:

- Market research primarily in the labour market
- Management consulting
- Capacity building for women's associations
- Leadership training
- Micro health insurance
- Capacity building for community based institutions
- Evaluation of projects and programmes

Highlights:

- Strong background in economics
- Extensive experience in planning, evaluation and analysis of policies and team leadership
- Clear understanding of the Ethiopian economy
- Excellent training capacity
- Proven record of successful consulting contracts
- On-going work and experience in coaching and support to local NGO's

Objectives for mission:

1. Understand the requirements for establishing partnerships with Canadian companies
2. Understand the requirements of Canadian business vis-à-vis management consulting services and market research
3. Learn from best practices and experience of Canadian companies in similar areas of work

Market experience: Ethiopia and various international agencies

Sector experience: A wide variety of industry sectors including agriculture, natural and human resources, trade, health, gender and micro-finance

Clients: ILO, HIVA (University of Lueven, Belgium), UNCTAD, African Development Bank, World Bank

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Treasure MAPHANGA, Managing Director

Cilo Consulting, Swaziland



Treasure Maphanga, a management consultant educated at Trent University in Canada, has owned and operated her own management consulting company for a total of 6 years. The company provides comprehensive services which result in lasting solutions for clients. With an excellent knowledge of the local and regional market and access to specialized consultants, Treasure is in a position to market professional Canadian services from a base in southern Africa.

Sector:

Management Consulting

Services:

- Business strategy
- People management
- Institutional reform
- Enterprise development

Highlights:

- Extensive knowledge and links within the business community in Southern Africa. Cilo Consulting has a core team plus part-time associates (majority are female).
- The first business woman to attain the position of Chief Executive Officer of the largest, established business organization, the Federation of Swaziland Employers and Chamber of Commerce. An advocate for services export initiated the development of a National Export Strategy recently approved by the Cabinet.
- Invited to join the prestigious Forum for Young Global Leaders (World Economic Business Forum) in 2006.
- Member of the Business Economic and Advisory Panel, providing independent advice to the Head of State and the Government of Swaziland.

Objectives for mission:

Seeking Canadian business partners in the area of institutional reform in the public and private sectors with a view to creating a strategic alliance. These would be Canadian companies that would like to offer their services to the African public sector primarily. Through these partnerships, Cilo Consulting would become an exporter of services via Canada to Africa.

Market experience: International

Sector experience: Varied

Clients: SkillsShare Africa, PaCANet (Botswana), UNAIDS, Knowledge Management Africa, ILO, USAID, Elisabeth Glasier Foundation Knowledge Management Africa

Associations:

Federation of Swaziland Employers and Chamber of Commerce, Institute of Personnel Management (Swaziland), Smart Partnership Movement (UK).

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Dorothy Tuma is a seasoned professional specializing in business development, market research, strategic marketing and training. Having worked in the United States for 10 years, Dorothy's understanding of both the U.S. and Ugandan markets is highly valued in her work with small and medium enterprises. She is an active member of the Uganda Women Entrepreneurs Association Limited (UWEAL).

Sector: Management Consulting

Services:

- Market Research
- Business development and strategic marketing (plans, implementation & evaluation)
- Certified Export Trainer/Consultant

Highlights:

- Cross-cultural background, extensive training and professional experience in both Uganda and the USA
- Cost effective option for local market research and project management
- High degree of professionalism - efficient operations with strong linkages to business community, policy makers and academia
- Awarded competitive research grant from Uganda Programme on Trade & Policy Opportunities to conduct research on success of Uganda's fish exports
- Member of Competence Development Team creating Uganda's National Export Strategy
- Invited to train 30 East African export consultants/trainers in 5 week programme on accessing European Markets and trained 70 women exporters and export trainers in Uganda and Mozambique under ITC's ACCESS! to International Markets Programme.

Objectives for mission:

- To identify potential partners interested in:
- being linked to potential partners in Uganda
 - investigating and evaluating business opportunities in Uganda
 - conducting export-related capacity building activities in Uganda
 - opportunities in Uganda financed by international financial institutions

Market experience: Kenya, Mozambique, Tanzania, Uganda, USA

Sector experience: Assorted including farming & agro-processing, banking, consulting services, fish, handicrafts & hospitality

Clients: Centre for Promotion of Imports from Developing Countries (The Netherlands), DFCU Bank (Uganda), International Trade Centre (Geneva), Trade Facilitation Office Canada, Uganda Export Promotion Board

Association: Board Member, Uganda Women Entrepreneurs Association Ltd. (UWEAL); Founder, Women's Centre for Job Creation

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Angelline KAMBALAME, Management Consultant

O & M Associates, Malawi



Angelline Kambalame is a seasoned management consultant operating her own consulting company. She places the client-consultant relationship and trust at the centre of her company's strategic and operational thinking and as a result, has a diversified and loyal client base. With extensive experience in a number of African countries, coupled with working relationships with European consultants, Angelline is well positioned to provide management consulting services to Canadian companies.

Sector:

Management Consulting

Services:

- Human resource management
- Institutional restructuring
- Marketing
- Business process re-engineering
- Organisational development

Highlights:

Expertise and recent accomplishments:

- design of administrative handbooks
- Training needs assessments
- Recently designed Competencies Framework for the Accounting Common Service operating under the direction of the Accountant General
- Developed a system for Ceded Revenue Collection and Distribution, and Administration of User Charges for local governments in Malawi

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Objectives for mission:

1. Looking for Canadian companies that require the services of a management consultant with international experience.
2. Networking with Canadian management consultants that have unique business experiences that could be use in an African context.
3. Understanding the regulatory aspects of conducting consulting business in Canada.

Market experience: Sub-Saharan Africa

Sector experience: Varied

Clients: Malawi Government institutions; parastatals; The World Bank, European Union, JICA, DFID, USAID, GTZ; private Sector including the financial services sector, transport sector, energy sector; The Privatization Commission

Associations:

Association of Marketing Professionals (Malawi), Institute of People Management (Malawi), The Women's Club - (Malawi) Licentiate Member of the Institute of Personnel and Development (UK)

Harriet MUCUNGUZI, Director

Science & Technology Enterprise Development (STEDO), Uganda



Harriet Mucunguzi is the founder of the NGO, STEDO which focuses on marketing services and entrepreneurship development for scientific research organisations. Harriet is an original thinker and ensures that the organisation lives up to its motto: Transforming ideas into marketable products. Working with STEDO, companies in Canada will gain access to unique products in the science and technology sector, ready to go to market and eventually be exported.

Sector: Business Development and Management Consulting

Services:

- Training (entrepreneurship, marketing, management), certified export trainer
- Market research and other research (Needs assessment)
- Business plan writing
- Marketing (plans and implementation)
- Monitoring and evaluation
- Event management and business facilitation
- Identification of investment opportunities

Highlights:

- Representing individuals or communities in revenue generating activities to promote economic development.
- Insight and experience in East Africa with a keen understanding of the issues facing small business in East Africa, in particular women in business.
- Access through a membership base to a diverse array of women entrepreneurs
- Strong focus on community development

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Objectives for mission:

1. To meet with Canadian companies and organisations interested in forging linkages with Ugandan and East African companies.
2. To identify distribution channels for unique products made by impoverished rural women.
3. To explore public/private sector partnerships to capitalize on opportunities in Uganda at a time when the government is very supportive of Science and Technology projects.

Market experience: Uganda, USA

Sector experience: Business development, training and consulting in different sectors but mainly handicrafts, agro processing and real estate management.

Clients: Centre for the Promotion of Imports from the Developing World (CBI-Netherlands), International Trade Centre (Geneva), Trade Facilitation Office Canada (TFOC), Uganda Industrial Research Institute (UIRI), National Research Organization Uganda (NARO), University of California

Associations: Vice-Chairperson of the Board of Directors, Uganda Women Entrepreneurs Association (UWEAL), Member, Kampala Management Consultants Cluster Association

Teferra Promotion & Entertainment, Ethiopia



With a strong background in journalism, Helina Mekonnen has established a solid public relations and advertising business offering a range of services to local and international concerns. With a passion for promoting Ethiopia's rich culture, Helina's company produces promotional videos and documentaries, television and radio commercials, videos promoting Ethiopia's traditional music and stages both music concerts and art exhibitions in Ethiopia and abroad.

Sector:

Promotion, Entertainment and Film Production

Services:

- Public relations and advertising
- Event co-ordination and management
- Audio-visual production
- Editing and translation

Highlights:

- Passion for public relations and the media
- Broad vision
- Focus on customer relations
- Focused and established working methods
- Intimate knowledge of the Ethiopian market

Objectives for mission:

1. Identification of Canadian business partners with whom to collaborate on the development of her business in Ethiopia
2. Development of cultural exchange between Canada and Ethiopia
3. Identification of Canadian investors for a joint-venture on the construction and management of a multi-media centre which will include a cinema, theatre, film production studio, art gallery and cultural centre.

Market experience: Ethiopia

Sector experience: Public relations experience across a wide-variety of sectors.

Clients: ILO, Save the Children, US Embassy, USAID

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Jeri is a highly qualified editor, researcher and proofreader running her own successful public relations company. Jeri has lived in both the United States and Africa for extended periods and has a unique understanding of both markets and cultures. She is well positioned to provide services to Canadian companies on an outsource basis.

Sector:

Public Relations

Services:

- Communications: editing, proof reading, writing
- Event planning
- Market research
- Association management

Highlights:

- Excellent grasp of the English language
- Superior grasp of understanding the end-user
- Extensive experience in working with both US and African companies
- Confident with audiences in both the public and private sector and across cultures

Objectives for mission:

1. Looking for Canadian companies seeking to outsource editing and proof reading assignments.
2. Identification of Canadian companies who want to publish in Africa and prefer to use Africa-based editors and proof readers.
3. Identification of Canadian film producers who require English sub-titles for Canadian films.

Market experience: Regional

Sector experience: Varied

Clients: World Bank, USAID, DFID, The Steadman Group (Kenya)

Association: The Women's Club (Malawi)

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Colegio de Traductores Publicos del Uruguay



Milagros Giacosa, a Certified Translator with thirty years experience, is the President of the Association of Public Translators of Uruguay. The Association represents 300 independent translators in Uruguay, some 94% of which are women. As Spanish native speakers, the members of her association are well positioned to deliver professional translations in both of Canada's official languages.

Sector:

Translation

Services:

Spanish - English – French - German - Portuguese - Italian translations

Highlights:

- Timely, highly professional, reliable translation and localized solutions
- High speed internet connectivity and attractive time zone difference
- All translators are fully qualified (BA in translation as a minimum)
- Experience in divergent subjects and business sectors
- Excellent track record in deadline delivery

Objectives for mission:

1. Identify Canadian companies looking to outsource translation services offshore.
2. Explore opportunities for strategic alliances with Canadian translation associations.
3. Identify translation companies in Canada with whom to form mutually beneficial business relations.

Market experience: International, Uruguayan market

Sector experience: Legal, commercial, economic, financial, scientific and technical documents, as well as literary texts

Clients: Private companies, public agencies, law firms, banks, media, international organizations

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Oyindamola DARAMOLA

Oyindamola Daramola Translations, Nigeria



Oyindamola Daramola is a freelance translator with over thirty years experience. As a member of both the Nigerian Institute of Translators and Interpreters and the American Translators Association, Oyindamola has a proven track record and offers a professional service utilizing the most up-to-date equipment and software.

Sector:

Freelance translation, editing

Services:

English - French translations

Highlights:

- Over twenty years experience as a staff translator in international organizations
- Extensive experience with the Economic Community of West African States (ECOWAS), as well as several Nigerian organizations
- Freelance translation services offered via email
- Quick turn-around times and excellent quality.

Objectives for mission:

1. Looking for Canadian companies that would outsource English-French translations abroad
2. Understanding training opportunities in Canada for Nigerian translators

Market experience: International

Sector experience: Economics & finance, ecology & the environment, travel & tourism, international development, transport

Clients: ECOWAS Parliament, Abuja, Nigeria, and the African Development Bank, Tunis.

Association: Nigerian Institute of Translators and Interpreters and the American Translators Association

Oyindamola DARAMOLA

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