

Pre Market Funding Program EVALUATION FORM

□ Yes □ No The business development objections	Pre Marke	t Fundi	ng Pro	gram e	encour	rage you to enter the	
market? ☐ Yes ☐ No Would you have participated or Yes ☐ No The business development objections and the control of the cont				gram e	encour	age you to enter the	
Would you have participated or some of the business development objections. □ Yes □ No	visited wi	thout th	o fino				
□ Yes □ No The business development objections	visited wi	thout th	o fino				
The business development object		2. Would you have participated or visited without the financial support of the program?					
· · · · · · · · · · · · · · · · · · ·							
 The business development objectives achieved as part of this initiative were: (please check all that apply) Found new customers to purchase, distribute or import our products or services Found new customers to represent (agents or brokers) our products or services Pursued new joint venture opportunities, alliances or partnerships 							
 ☐ Identified partners/subcontractors for an international development project ☐ Other (please elaborate): 							
4. Results: # of sales leads acquired: # of new customers/contracts: Approximate dollar value of new and anticipated sales over the next 12 months (CDN \$)							
5. Please rank each of the following elements of the program:							
Funding for airfare or mileage Funding for accommodations Funding for trade show costs Funding for translation	Did not Use N/A O O		0	3 O O O		tremely Helpful 5 O O	
Please comment on the value of	the STEF	Pre Ma	arket F	unding	Prog	ram to your business strategy:	
Do you have any suggestions fo	r improve	ements t	to the	progra	m?		
	□ Found new customers to purch □ Found new customers to repre □ Pursued new joint venture opp □ Identified partners/subcontract □ Other (please elaborate): Results: # of sales leads acquired: # of new customers/contracts: Approximate dollar value of new and Please rank each of the following Funding for airfare or mileage Funding for trade show costs Funding for translation Please comment on the value of	□ Found new customers to purchase, distr □ Found new customers to represent (age □ Pursued new joint venture opportunities, □ Identified partners/subcontractors for an □ Other (please elaborate): Results: # of sales leads acquired: # of new customers/contracts: Approximate dollar value of new and anticipate Please rank each of the following element Did not Use N/A Funding for airfare or mileage Funding for trade show costs Funding for translation O Please comment on the value of the STEF	□ Found new customers to purchase, distribute or □ Found new customers to represent (agents or br □ Pursued new joint venture opportunities, alliance □ Identified partners/subcontractors for an internati □ Other (please elaborate): Results: # of sales leads acquired: # of new customers/contracts: Approximate dollar value of new and anticipated sale Please rank each of the following elements of the Did not Use Helpful N/A 1 Funding for airfare or mileage ○ ○ Funding for accommodations ○ ○ Funding for trade show costs Funding for translation ○ ○ Please comment on the value of the STEP Pre Manual Present STEP Pres	□ Found new customers to purchase, distribute or import □ Found new customers to represent (agents or brokers) □ Pursued new joint venture opportunities, alliances or pa □ Identified partners/subcontractors for an international de □ Other (please elaborate): Results: # of sales leads acquired: # of new customers/contracts: Approximate dollar value of new and anticipated sales over Please rank each of the following elements of the progress o	□ Found new customers to purchase, distribute or import our pro □ Found new customers to represent (agents or brokers) our pro □ Pursued new joint venture opportunities, alliances or partnersh □ Identified partners/subcontractors for an international developm □ Other (please elaborate): Results: # of sales leads acquired: # of new customers/contracts: □ Approximate dollar value of new and anticipated sales over the new Please rank each of the following elements of the program: Did not Not Use Helpful N/A 1 2 3 Funding for airfare or mileage O O O Funding for accommodations O O O Funding for trade show costs O O O Funding for translation O O O Please comment on the value of the STEP Pre Market Funding	Found new customers to purchase, distribute or import our products of Found new customers to represent (agents or brokers) our products of Pursued new joint venture opportunities, alliances or partnerships dentified partners/subcontractors for an international development products of the following elements of the program: Results:	