

FLORIDA. INNOVATION HUB OF THE AMERICAS.®

Enterprise Florida International Trade Lead

Trade Lead Sector: Information Technology

Trade Lead Topic: Cable and fiber optic wires

Trade Lead ID: L - 040277

Trade Lead Date: 11/2/2011

Company and Contact Information

Company Name: Tevelec Ltd.

Contact Name/Title: Mark Allen, Manager

Address: 5350 Timberlea Boulevard

City: Mississauga

State:

Phone Number: (905) 624-5241

Fax Number: (905) 625-2462

Province: Ontario

Email: marka@tevelec.com

Postal Code:

Country: Canada

Website: www.tevelec.com

Company Product/Service Description:

Tevelec provides a wide range of Fiber Optic Cable, Coaxial Cable, Belden Cable, High Voltage Lead Wire, Cable Assemblies, Hook-up Wire, Central Office Cable, Mil Spec Wire, Plenum Cable, Communication Cable, Portable Cord and Welding Cable, Direct Burial Cable, Stage & Lighting Cable, Voice & Data Cable (Cat 5E & Cat 6), Security & Fire Alarm Cable.

of Employees: 70

Annual Sales:

Year Established: 1977

Trade Lead Detail

Trade Lead Description:

Tevelec will represent companies interested in marketing a wide range of Fiber Optic Cable, Coaxial Cable, Belden Cable, High Voltage Lead Wire, Cable Assemblies, Hook-up Wire, Central Office Cable, Mil Spec Wire, Plenum Cable, Communication Cable, Portable Cord and Welding Cable, Direct Burial Cable, Stage & Lighting Cable, Voice & Data Cable Security & Fire Alarm Cable.

Business Relationship Desired: Agent/Distributor

One Time Purchase

Long Term Purchase

Government Tender

Submitted By

EFI Canada Office

Enterprise Florida, Inc.

1274, Jean-Talon East

Suite 202

Montreal, QC, Canada H2R 1W3

Phone Number: (514) 448-0544

Fax Number: (514) 666-9872

Email: f.bernard@eflorida.ca

Following up on Trade Leads: Please contact the foreign company directly using the information provided on this report. You may also contact the International Office or Florida staff-person that submitted the lead for further information (see above.) If you have questions about our International Trade Leads program, please send a message to trade@eflorida.com or call 407-956-5618.



FLORIDA. INNOVATION HUB OF THE AMERICAS.®

Enterprise Florida International Trade Lead

Trade Lead Sector: Information Technology

Trade Lead Topic: Software products

Trade Lead ID: L - 040288

Trade Lead Date: 11/7/2011

Company and Contact Information

Company Name: ESRI Canada

Contact Name/Title: Paul Salah, Business Partner - Director

Address: 1600 Carling Avenue, Suite 430

City: Ottawa

State: Ontario

Phone Number: (613) 234-2103

Fax Number: (613) 234-6288

Province: Ontario

Postal Code: K1Z 1G3

Email: kravnas@esricanada.com

Country: Canada

Website: esricanada.com

Company Product/Service Description:

Company produces and markets an integrated collection of GIS software products that provides a standards-based platform for spatial analysis, data management, and mapping.

of Employees:

Annual Sales:

Year Established:

Trade Lead Detail

Trade Lead Description:

Company will serve as distributor for companies in the GIS software products market including software products that provide a standards-based platform for spatial analysis, data management, and mapping.

Business Relationship Desired: Agent/Distributor

One Time Purchase

Long Term Purchase

Government Tender

Submitted By

EFI Canada Office
Enterprise Florida, Inc.
1274, Jean-Talon East
Suite 202
Montreal, QC, Canada H2R 1W3

Phone Number: (514) 448-0544
Fax Number: (514) 666-9872
Email: f.bernard@eflorida.ca

Following up on Trade Leads: Please contact the foreign company directly using the information provided on this report. You may also contact the International Office or Florida staff-person that submitted the lead for further information (see above.) If you have questions about our International Trade Leads program, please send a message to trade@eflorida.com or call 407-956-5618.



FLORIDA. INNOVATION HUB OF THE AMERICAS.®

Enterprise Florida International Trade Lead

Trade Lead Sector: Information Technology

Trade Lead Topic: UK-Braintree: computer-related services

Trade Lead ID: L - 040373

Trade Lead Date: 11/18/2011

Company and Contact Information

Company Name: Braintree District Council

Contact Name/Title: John Wickes

Address: Causeway House, Braintree

City: Braintree

State:

Phone Number: +44 1376551414

Fax Number:

Province:

Email: john.wickes@braintree.gov.uk

Postal Code: CM7 9HB

Country: United Kingdom

Website: www.braintree.gov.uk

Company Product/Service Description:

of Employees:

Annual Sales:

Year Established:

Trade Lead Detail

Trade Lead Description:

Computer-related services. U.K. National Framework Agreement for Web-Casting services. (See 'Quantity or Scope' for potential participants) Whilst a full specification will be available with the Tender documents, contracts let are likely to be scalable allowing the number of hours to be increased or decreased. Hosting may be by the Contracting Authority or by a 3rd party.

All live web-casts to be monitored by the provider. Video and audio streaming over the internet at low and high bandwidths.

Files to be up-loadable by Contracting Authorities. A content management system is likely to be required.

If applicable, micro sites to match the Contracting Authorities web-site in style and structure. Full live interaction with social net-working and media is likely to be a requirement in projects.

Time limit for receipt of tenders or requests to participate: 26th December 2011 at 12:00.

Business Relationship Desired:

One Time Purchase

Long Term Purchase

Government Tender

Submitted By

EFI U.K. Office
Enterprise Florida, Inc.
146 Fleet Street
London EC4A 2BU, United Kingdom

Phone Number: 011 44 (0) 207-822-0718
Fax Number: 011 44 (0) 207-822-1081
Email: daniel.callaghan@ocoglobal.com

Following up on Trade Leads: Please contact the foreign company directly using the information provided on this report. You may also contact the International Office or Florida staff-person that submitted the lead for further information (see above.) If you have questions about our International Trade Leads program, please send a message to trade@eflorida.com or call 407-956-5618.



FLORIDA. INNOVATION HUB OF THE AMERICAS.®

Enterprise Florida International Trade Lead

Trade Lead Sector: Information Technology

Trade Lead Topic: UK-London: financial analysis and accounting software package

Trade Lead ID: L - 040376

Trade Lead Date: 11/26/2011

Company and Contact Information

Company Name: Export Credits Guarantee Department

Contact Name/Title: Jacqueline Bennett

Address: P.O. Box 2200, 2 Exchange Tower, Harbour Exchange Square

City: London

State: **Phone Number:** +44 2075127036

Fax Number:

Province:

Email: jacqui.bennett@ecgd.gsi.gov.uk

Postal Code: E14 9GS

Country: United Kingdom

Website: www.ecgd.gov.uk

Company Product/Service Description:

The ECGD is the government department responsible for providing financial and insurance assistance to exporters of UK capital goods and services.

of Employees:

Annual Sales:

Year Established:

Enterprise Florida International Trade Lead

Trade Lead Sector: Information Technology

Trade Lead Topic: UK-London: financial analysis and accounting software package

Trade Lead ID: L - 040376

Trade Lead Date: 11/26/2011

Trade Lead Detail

Trade Lead Description:

Financial analysis and accounting software package. Accounting, auditing and fiscal services.

A service contract to measure and report on the performance of ECGD's portfolio of swap and derivatives transactions relating to ECGD's Fixed Rate Export Finance scheme and portfolio of credit derivatives, providing valuations and other necessary information to comply with the international and domestic accounting standards that ECGD is required to observe.

Background: The Export Credits Guarantee Department ("ECGD") [trading as UK Export Finance] is the UK's national export credit agency and a UK government department. In accounting for its activities ECGD is required to apply International Financial Reporting Standards (IFRS) as adapted or interpreted for the public sector context and this includes the fair valuation of its derivatives as detailed below.

As part of its functions, ECGD issues guarantees to banks in respect of loans made to borrowers outside the UK in order to assist their purchase of goods and services from suppliers in the UK.

ECGD has also been providing interest rate support under ECGD's Fixed Rate Export Finance (the "FREF scheme"). Under the FREF scheme, in addition to guaranteeing a medium- or long-term loan, ECGD also enters into interest make up ("IMU") arrangements with the lending bank. Under these arrangements, the bank makes the relevant loan at an agreed fixed rate of interest but funds itself on a floating rate (London Inter-Bank Offered Rate or LIBOR) basis typically for periods of three or six months.

Under the FREF scheme, the IMU arrangements between ECGD and the relevant banks ("FREF Swaps") are, in terms of economic effect, similar to commercial interest rate swaps and they are denominated in US Dollars, Sterling, Euros and Japanese Yen.

ECGD's FREF portfolio is closed to new business, and is scheduled to have run-off by March 2023. However, a limited number of the loans are still in drawdown and therefore some of the 'swaps' are accreting as well as amortising, i.e. reflecting the advance and repayment pattern of the related loan. These IMU arrangements create an interest rate exposure for ECGD. ECGD has hedged that exposure by entering into interest rate swaps with a number of leading market counterparties (under International Swaps and Derivatives Association documentation).

Certain of these FREF loans permit the borrower to prepay without penalty. ECGD models and values each of these pre-payment risks as a Bermudan swaption.

As a separate exercise, ECGD has periodically hedged certain of its credit risk exposures by entering into single-name, sovereign credit default swaps (CDSs) with leading market counterparts.

Time limit for receipt of tenders or requests to participate: 29th December 2011 at 16:00.

Business Relationship Desired:

One Time Purchase

Long Term Purchase

Government Tender

Submitted By

EFI U.K. Office
Enterprise Florida, Inc.
146 Fleet Street
London EC4A 2BU, United Kingdom

Phone Number: 011 44 (0) 207-822-0718
Fax Number: 011 44 (0) 207-822-1081
Email: daniel.callaghan@ocoglobal.com

FLORIDA. INNOVATION HUB OF THE AMERICAS.®

Enterprise Florida International Trade Lead

Trade Lead Sector: Information Technology

Trade Lead Topic: Electronic devices that assist with event management

Trade Lead ID: L - 040406

Trade Lead Date: 11/30/2011

Company and Contact Information

Company Name: T – Gal Exclusive

Contact Name/Title: Thato Ntsoelengoe, Managing Director

Address: 57 Lindhout Street

City: Mogalie City

State:

Province: Gautng

Postal Code: 2196

Country: South Africa

Website:

Phone Number: +27-83-544-8173

Fax Number:

Email: thatonts@iburst.co.za

Company Product/Service Description:

of Employees:

Annual Sales:

Year Established:

Trade Lead Detail

Trade Lead Description:

T – Gal Exclusive, a South African company is looking for GPS systems, software and electronic devices that assist with event management and product promotions

Business Relationship Desired: Direct Purchase

One Time Purchase

Long Term Purchase

Government Tender

Submitted By

EFI South Africa Office

Enterprise Florida, Inc.

Building 2 Country Club Estate

Woodlands Drive

Woodmead, Johannesburg South Africa

Phone Number: 011 (27-11) 258-8898

Fax Number: 011 (27-11) 258-8511

Email: enterflorida@themanlygroup.com

Following up on Trade Leads: Please contact the foreign company directly using the information provided on this report. You may also contact the International Office or Florida staff-person that submitted the lead for further information (see above.) If you have questions about our International Trade Leads program, please send a message to trade@eflorida.com or call 407-956-5618.

