



## U.S. Federal Agencies Buyers' Facts

### Buying the Best Canada has to Offer

As Canada's export contracting agency, the Canadian Commercial Corporation (CCC) has been bringing buyers and sellers together for more than 50 years. From state-of-the-art aerospace and defence products to leading-edge information and communication technologies, we help deliver the goods and services of Canadian companies to buyers throughout the U.S. federal government.

### A Proven Partnership

Specializing in contracting to governments outside of Canada, CCC is one of the largest suppliers to the United States Department of Defense and works with the National Aeronautics and Space Administration (NASA). Since 1956, we've managed Canadian contracts with the Department of Defense under the Canada/U.S. Defense Production Sharing Arrangement (DPSA). And in every case, we've worked to negotiate contracts that include the best possible terms and conditions.

### Credibility, Confidence and Contracts

#### From Start to Finish

CCC helps U.S. government agencies identify appropriate Canadian suppliers and process bids. Because we perform our own due diligence to determine the financial, technical and managerial capabilities of bidding firms, you know you're choosing from a shortlist of qualified and credible Canadian companies. We also provide cost-analysis services to help you determine that you're getting a fair price. We help manage the contract once it's been signed, saving customers time and money in administration.

### Canada's Government-backed Guarantee of Contract Performance

U.S. federal agencies' buyers purchasing goods and services from Canada do so with confidence when they contract through CCC. That's because, as Prime contractor, we stand behind contracts with a government-of-Canada guarantee that the terms will be met and the job completed according to specifications and conditions.

You have the assurance of knowing that you're dealing with credible suppliers. That's why, to our customers, CCC stands for credibility, confidence and contracts.

## When Should you Contact CCC?

Looking to contract for goods and services in Canada? We can help when you:

- Want to expand your supply schedule
- Seek to make contact with qualified suppliers
- Need to assess a Canadian supplier's capabilities
- Require someone to manage your contract-related paperwork
- Need a guarantee of contract performance

Find out what CCC can do for you.

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