



Buyer's Fact Sheet

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. We build contracts on the best possible terms and conditions – with a guarantee that they'll be met. By doing so, we help governments, international organizations and private-sector customers around the world acquire the high-quality products and services of Canadian companies.

Credibility, Confidence and Contracts

CCC performs two roles for buyers of Canadian goods. In some cases, we act as your International Prime Contractor; in others, as your Canadian Procurement Agent. The role we take depends entirely on what you need us to do.

CCC as International Prime Contractor

With CCC acting as Prime Contractor, you benefit from a government-backed guarantee that your contract will be fulfilled. Through our own due diligence process, we assess the technical, managerial and financial capabilities of potential Canadian suppliers to determine their ability

to meet your needs. Our contract specialists simplify the administration process, reducing your contract-management burden. And our status as a Crown Corporation enables us to accelerate international tendering by making appropriate arrangements at the government-to-government level.

CCC as Procurement Agent

Experienced in the field of procurement, CCC helps you access the goods and services you need. We coordinate the contracting process and manage the purchasing cycle – sourcing companies, helping with proposals and bids, and evaluating supplier capabilities. As Procurement Agent, CCC saves you time and effort, providing a single point of contact for multi-item purchases and offering the assurance that you're getting a fair price. CCC can even assume responsibility for verifying and paying suppliers' invoices – streamlining your account-management process.

Canada's Government-backed Guarantee of Contract Performance

Global public-sector 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.

When should you contact CCC?

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

- Want to expand your supply pool
- Seek to make contact with qualified suppliers
- Need to assess a Canadian supplier's capabilities
- Need a single point of contact for multi-item or multi-vendor purchases
- Require someone to manage your contract-related paperwork
- Want a guarantee of contract performance

A Wide Spectrum of Sectors

CCC specializes in dealing with organizations engaged in:

- Aerospace and defence
- Security equipment and services
- Oil and gas equipment
- Information and communication technologies
- Environmental technologies
- Automotive and transportation industries
- Housing

Find out what CCC
can do for you.

CANADIAN COMMERCIAL CORPORATION

50 O'Connor Street

Suite 1100

Ottawa, Ontario

Canada

K1A 0S6

Telephone: (613) 996-0034

Fax: (613) 995-2121

www.ccc.ca

