

PUT THE POWER OF CANADA BEHIND YOUR EXPORT SALES



● C R E D I B I L I T Y .

● C O N F I D E N C E .

● C O N T R A C T S .



**Canadian
Commercial
Corporation**

Canada 



PUT THE POWER OF CANADA BEHIND YOUR EXPORT SALES

For over 50 years, the Canadian Commercial Corporation (CCC) has been bringing buyers and sellers together through contracts built on the best possible terms and conditions. As Canada's export contracting agency, we specialize in all aspects of export contracts, giving your company the flexibility to use the services you need to sell internationally.

As the government champion of your international business opportunities, CCC can wrap the Canadian flag around your proposal, provide a platform for government-to-government arrangements, and offer a range of pre-contract services to help you make the sale. CCC has helped many companies close export deals worth more than \$30 billion, and facilitated sales to buyers in more than 100 countries.

We provide you with flexible service options that meet your needs—you decide how much you want us involved in your sale.





CCC provides you with the services you need to sell your products to foreign governments and private sector buyers.

Prime Contractor Package:

When you know your prospective client wants to contract with the Government of Canada.

When CCC signs the sales contract as Prime Contractor, your customer receives a government-backed guarantee of contract performance. This increases your credibility and your customer's confidence when buying from your company.

When CCC assumes the role of Prime Contractor, you'll receive:

- project promotion support
- advice on bid or proposal preparation and submission
- assistance in contract structuring and negotiation
- contract monitoring and administration
- access to competitive rates on foreign exchange

CCC Export Contract Services:

When you need flexible options to give you an extra edge in the international marketplace.

CCC conducts its own due diligence to determine your technical, financial and managerial capabilities to deliver on the project's requirements.

Project Promotion Support

CCC helps promote your projects, while enhancing the credibility of your business development endeavours. We offer three types of project promotion support:



In-Country Buyer Briefing

CCC will travel with you to your potential buyer to back up your business development by providing an in-country briefing outlining how CCC will enhance the proposed project.

Letter of Reference

This letter explains to your proposed buyer:

- how CCC can facilitate the purchase on a government-to-government basis
- that CCC has worked successfully with you in the past, providing your buyer with the added confidence that comes with a reference from CCC

Letter of Support

This letter is provided to you for delivery to your potential buyer, verifying your company's financial, managerial and technical ability to successfully undertake the export project with CCC acting as Prime Contractor.

Use CCC Services as Needed:

When you need CCC's contracting support—and it's imperative to get it right!

Looking for an "extra edge" in the international marketplace? CCC can provide advice and ancillary services to help you win a greater number of contracts.

You can choose from our flexible menu of services:

Pre-Contract Advisory Services

CCC has experienced contract specialists who provide valuable guidance and advice on how best to meet your buyer's contractual requirements, and how to navigate the procedures and regulations of complex foreign markets. We offer several contract advisory services:

- bid and proposal preparation
- contract structuring and negotiation

CCC's advisory services are available as you need them. You have the flexibility to pick and choose what you need for a particular export project. CCC's expertise can help you export for the first time, or within a new market.

Post-Contract Services

Contract Monitoring and Administration

CCC works with you to ensure that deadlines are met, goods and services are delivered, and that your product or service conforms to the terms and conditions of the contract. Our involvement in your deal can also result in greater payment flexibility from your buyer.

Selling to U.S. DoD and NASA:

When you want to access these exclusive markets.

With CCC, you obtain privileged access to the U.S. Department of Defense (U.S. DoD) and National Aeronautics and Space Administration (NASA). Take advantage of special access resulting from the Defense Production Sharing Arrangement with the U.S. DoD and NASA. Our experienced U.S. Defense and NASA specialists can help you navigate this complex and exciting market.

The Progress Payment Program (PPP):

When you need financing to fulfil the requirements of an export deal.

This innovative financing program helps Canadian companies grow through exports. We provide access to commercial sources of pre-shipment financing through the Progress Payment Program. Working in partnership with 19 banks across Canada, we provide companies like yours with access to the working capital you need to cover production costs associated with an export contract.



NEED HELP WITH YOUR EXPORT CONTRACT?

CCC builds win-win export deals. We can improve your contract terms and conditions, and lower the costs of doing business.

Contact us for help when:

- you've identified a sale involving a foreign government, international organization or private sector buyer, and you're ready to make an offer
- your products or services are not well known to the buyer, and you need the credibility of the Government of Canada to make the sale because your customer would like the added reassurance that the contract will be completed according to its terms and conditions
- you're concerned about the buyer's terms, such as the requirement for performance bonds
- your buyer might be interested in a government-to-government transaction for your product or service
- you're selling to the U.S. DoD or NASA
- you need help understanding foreign government procurement procedures and regulations
- you're concerned about the complexity of a sale, and need practical advice
- you need access to working capital

CCC GETS THE JOB DONE

As Canada's export contracting agency, CCC gets results. We help exporters win contracts on the best possible terms, provide the platform for appropriate government-to-government arrangements and help secure access to working capital. That's why companies that have experienced the value of our export contracting services tend to become loyal return customers.

To put the power of Canada behind your export sales, contact the Canadian Commercial Corporation today. We're ready to help.

For more information on CCC's export contracting services, please visit us at www.ccc.ca or call **1-800-748-8191**.



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