

THE BEST BUY CANADA CAN OFFER



● 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 

THE BEST BUY CANADA CAN OFFER

For over 50 years, the Canadian Commercial Corporation (CCC), a Crown Corporation wholly-owned by the Government of Canada, has been helping international buyers access suppliers in Canada. We've helped customers in over 100 countries close more than \$30 billion in win-win trade deals with Canadian companies. And we want to help you.





CCC makes it easy for you to purchase high-quality, Canadian-made products and services.

As Canada's export contracting agency, we bring buyers and sellers together through contracts that offer the best possible terms and conditions. We deliver the support you need to access powerful trade instruments designed to minimize risk and guarantee contract performance.



TEAMING UP WITH CCC: PROFESSIONAL SUPPORT, GUARANTEED PERFORMANCE

When you work with CCC to buy products and services from Canada, we can facilitate your purchase by acting as Prime Contractor, or as a Procurement Agent.

CCC as International Prime Contractor

CCC offers specialized contracting strategies for buyers worldwide, particularly those procuring on behalf of governments. When CCC participates in your transaction as Prime Contractor, you have the commitment of the Government of Canada that the terms and conditions of the contract will be fulfilled.

Performance Guarantee

When CCC acts as Prime Contractor on your purchase, we offer a unique government-backed guarantee. That means you can buy with confidence, knowing your purchases are backed by CCC's assurance that the terms and conditions of the contract will be fulfilled.

When CCC assumes the role of Prime Contractor, we offer you valuable contract support through:

Supplier Qualification

CCC identifies Canadian suppliers, reviews their technical, managerial and financial capabilities and endorses their ability to meet your requirements. When we qualify suppliers, you know you can buy from them, through us, with confidence.

Contract Structuring and Management

CCC's contract specialists have the know-how and experience to help you structure solid contracts. CCC also streamlines the complex contracting process, monitoring each phase to ensure that all terms are met.

How you can benefit from the Prime Contractor Service:

- simplified process of administering contracts, for suppliers and buyers alike
- reduced contract management burden
- minimized commercial risk when purchasing products and services
- reduced delays associated with international tendering through appropriate government-to-government arrangements



CCC as Procurement Agent

CCC helps you access high-quality Canadian goods and services from suppliers. We coordinate the contracting process, and manage the purchasing cycle. As Procurement Agent, CCC can:

- receive and assess your requirements
- source Canadian products and services best suited to fulfil your requirements
- provide bidding/proposal solicitation assistance
- evaluate and assess bids/proposals received, based on your requirements, including supplier capability
- negotiate and execute proposed contracts on your behalf
- administer contracts (compliance, monitoring, delivery and payment)

How CCC's Procurement Services benefit you:

- verifies that your potential Canadian suppliers are capable of conforming with bid specifications, contract terms and supplier warranties
- assures you that prices and terms from Canadian suppliers are reasonable
- saves you the time and expense of assessing potential Canadian suppliers, by providing a single point of contact for multi-item purchases
- reduces your concern with details such as shipping, inspection and acceptance
- centralizes your accounting, by assuming responsibility for paying suppliers' invoices and performing invoice verification and contract audits

BUYING CANADIAN MADE EASY: THE CCC ADVANTAGE

You should take advantage of CCC's expertise when:

- you want the Government of Canada guarantee that the contract will be completed according to its terms and conditions
- you want a single point of contact for multiple-item purchases, or those involving more than one Canadian supplier
- you want a cost-effective and efficient instrument for government-to-government sales
- you need to take advantage of CCC's knowledge of the procurement environment, our expertise in managing and administering contracts, and our ability to identify qualified Canadian suppliers

YOUR DOOR TO THE CANADIAN MARKETPLACE

Canadian industries produce world-class quality and value in a wide range of key sectors including:

- aerospace
- defence and security equipment
- oil and gas machinery
- information and communication technologies
- environmental technologies
- automotive and transportation
- housing

CCC GETS THE JOB DONE

As Canada's export contracting agency, CCC gets results. That's why buyers who have experienced the value of our export contracting services tend to become loyal customers.

For more information on CCC's services, please visit us at www.ccc.ca or contact our Market Opportunities Development Office at (613) 996-0034.



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