



Canadian Commercial Corporation
Corporation Commerciale Canadienne

Canada's Government to Government Contracting Organization

Canada

CCC is a Crown corporation, mandated since 1946 to assist the development of trade between Canada and other countries





We are the Government of Canada's **government to government** contracting organization.



- Through **collaborative project development**, we bring together government buyers and Canadian expertise to design successful projects and contracts. Our **solid contracts** are based on our international contracting expertise and commitment to business ethics.
- We **reduce procurement contract risk** with our **due diligence** and provide the **assurance of the Government of Canada** that the contract will be delivered per the agreed terms and conditions.
- We work with all levels of government, including **State Owned Enterprises (SOEs)** and **Special Project Vehicles (SPVs)**.



We take on the role of **prime contractor** to government buyers around the world for products and services from Canada.

- All the contracts we sign have the legal effect of being **signed in the name of the Government of Canada**.
- CCC signs a **domestic sub-contract** and flows the contractual commitments through to our **qualified Canadian exporter**.
- As the Canadian exporter fulfils the obligations under the contract, we take on a **contract management** and **financial administration** role on the contract.



Governments from around the world look to us to help with **key challenges**

- **To facilitate faster procurements.** Often governments can procure on a government-to-government basis using a **simpler and faster procurement process**. We satisfy urgent and compelling needs with our nimble and flexible contracting approach.
- **To reduce procurement contract risk.** The involvement of CCC reduces risk to all parties and may thus **improve the financial viability** of a project, and our due diligence process promotes an **ethical engagement**.
- **To improve project outcomes.** We provide a unique **Government of Canada assurance** that the contract we sign will be delivered per the terms and conditions, and we **manage the contract to completion**.

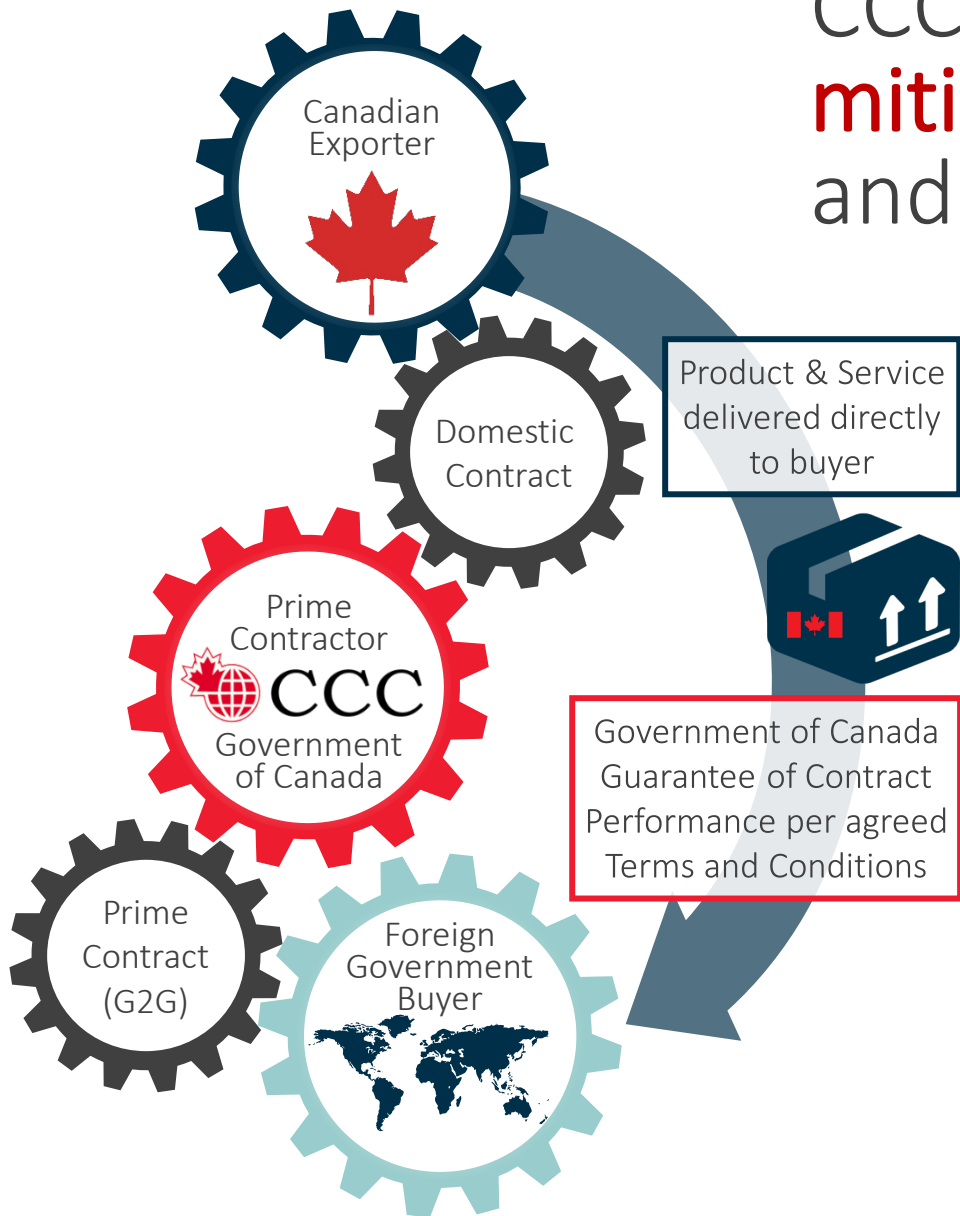


Exporters look to us to help with **key challenges**



- **To navigate complex government markets** We reduce political, corruption and payment risks. Payments and cash flows are executed through us, as part of our role as Prime Contractor.
- **To engage government buyers at a high-level.** We use a whole-of-government approach to work with senior level government officials to help advance pursuits.
- **To gain a competitive advantage.** As the Government of Canada's international G2G contracting organization, **we stand behind our exporter's offer**, increasing the buying government's confidence in the transaction. We may be able to **get adverse contractual terms reduced or removed** (eg. performance bonds)
- **To accelerate the procurement.** G2G is generally done on a **sole-source basis** which saves exporters the time and cost of a traditional procurement process.

CCC uses the **G2G Contracting Approach** to **mitigate risk** for the Government buyer and the Canadian exporter



Canadian company is selling products or services to any level of foreign government



CCC signs Prime Contract with government buyer and signs domestic contract with Canadian company



CCC provides Government of Canada guarantee of contract performance per agreed terms and conditions



Canadian exporter supplies product or service directly to buyer



CCC's oversight reduces contracting risks and provides additional levers to resolve unforeseen issues



Our Services for Canadian Businesses

**Global Bid
Opportunity Finder**

Advisory Services

**U.S. DoD Prime
Contractor**


**International Prime
Contractor**




Government to Government (G2G) Contracting

Where We Are Active



 Headquartered in Ottawa, Canada

 In 2020-21, we were active in 79 countries

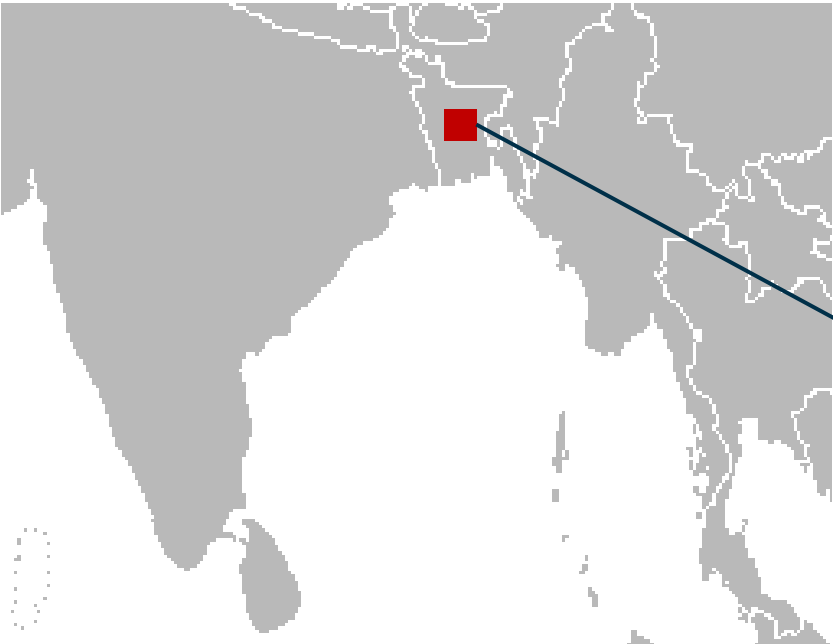


Our International Projects

Aircraft - Bangladesh



Biman Airlines is buying three Dash 8 Q400 series twin-engine, medium-range turbo-prop aircraft, each with 70-89 seats, manufactured by De Havilland. In addition, these aircrafts will help Bangladesh increase trade through regional and economic cooperation with South Asia to take advantage of a larger, diverse market and resources.



Bangladesh



with



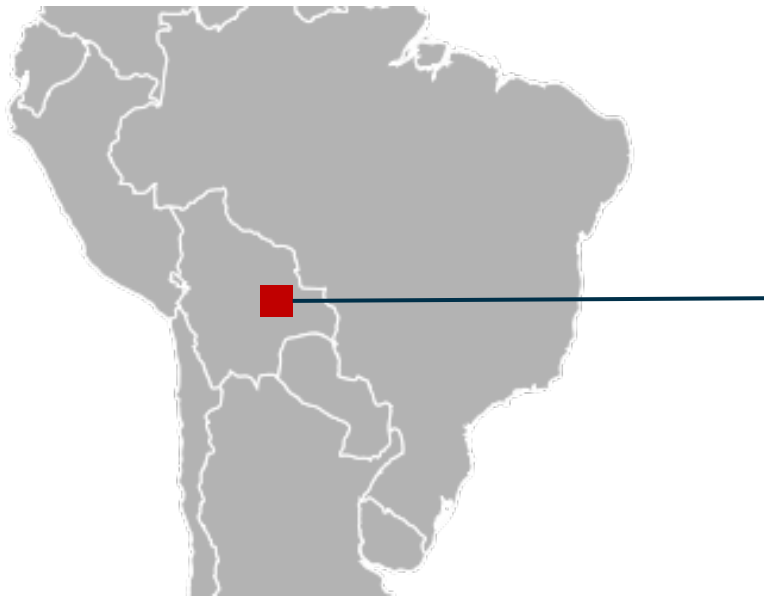
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Firefighting Assistance - Bolivia



As major forest fires threatened the Chiquitania region, the Government of Bolivia called on Canada for an urgent solution. Working with Coulson Airplane Ltd, CCC was able to assist by deploying two Sikorsky S-61 helicopters and a Chinook CH-47D heavy-lift helicopter to provide aerial firefighting capabilities. CCC actioned a contract in one week.



Bolivia



with



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Airport - Bermuda



The Ministry of Transportation is redeveloping the terminal at the L.F. Wade International Airport as part of a public-private partnership (PPP) business model with Aecon through CCC. *“This development helps our community to continue along a path of economic growth and prosperity,”* said Bermuda’s Deputy Premier and Minister of Finance the Hon. E.T. Richards JP MP.

AECON



Airport - Ecuador



As part of environmental stewardship, Aecon worked closely with the Municipality of Quito to establish a protected forest around the airport.

To help improve the lives of Ecuadorians, Aecon awarded 547 scholarships through the Quiport scholarship program since 2007. A Community Enterprise initiative was also launched to help low-income families who want to develop a business. The UN awarded this project the Global Sustainability Award, 2009, Best Practices in Environmental Sustainability in the Americas, 2009, and Social Responsibility Award, 2011.



AECON



Mexico's Hercules aircrafts are being modernized by Cascade Aerospace



Having now completed two similar contracts, Cascade Aerospace is modernizing an L-100 (C-130) Hercules aircraft for the Fuerza Aérea Mexicana (FAM). This program is contracted through CCC under the auspices of an MOU between the Canadian and Mexican governments.

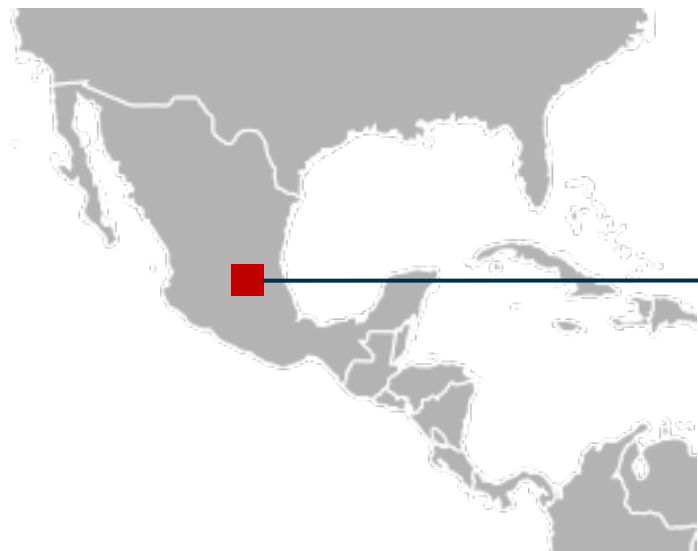
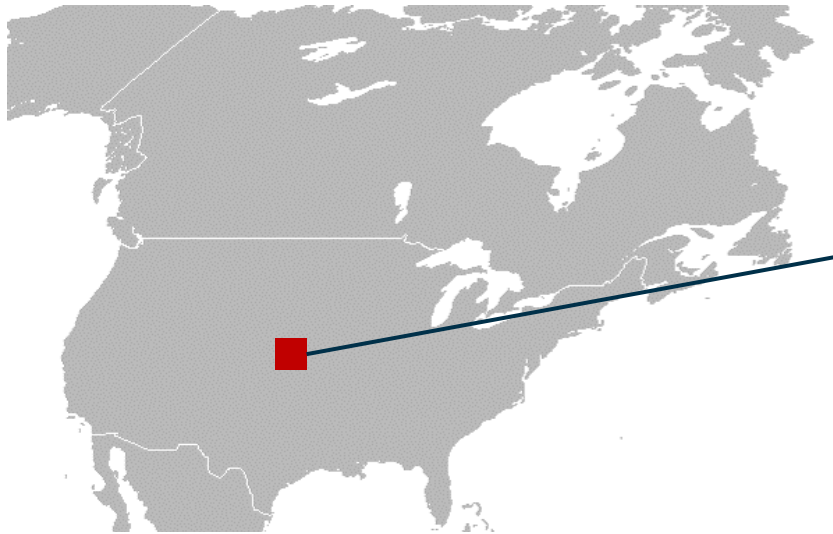


Photo credit: Andrés Hernandez

U.S. Department of Defence buys an average \$1B in products and services from Canada annually



CCC administers the Canada-US Defence Production Sharing Agreement, a successful international agreement that the U.S. uses to buy advanced Canadian technologies and services.



Why the U.S. Department of Defense (DoD)?

This program supports
approximately **7,400**
Canadian jobs

Our 2021-2022 achievements

\$868M

in new export contracts (VCS)

\$284M

Defence

\$190M

ICT

\$180M

Aerospace

\$147M

Other*

\$3M

Construction

* Other sector includes: Advanced manufactured goods & services, security equipment, agriculture, medical supplies, and tourism.

Why the U.S. Department of Defense (DoD)?

2023 Projected US DOD spending markets by category management

- Drugs and Pharmaceutical Products – \$36.8 billion
- Aircraft – \$32 billion
- Systems Development – \$25.7 billion
- Facility Related Services – \$24.5 billion
- Technical and Engineering Services (non-IT) – \$22.9 billion
- Engines, Components & Spt Eq – \$22.1 billion
- Management Advisory Services – \$21.7 billion
- Ships & Submarines – \$20.6 billion
- Construction Related Services – \$19.6 billion
- Maintenance, Repair and Overhaul – \$18.5 billion

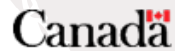
What is the US DoD Program?



Canadian business sells products or services to the U.S. DoD at a value above USD \$250 000



CCC signs Prime Contract with buyer and signs domestic contract with Canadian company



Government of Canada guarantee of contract performance



Canadian exporter supplies product or service directly to buyer

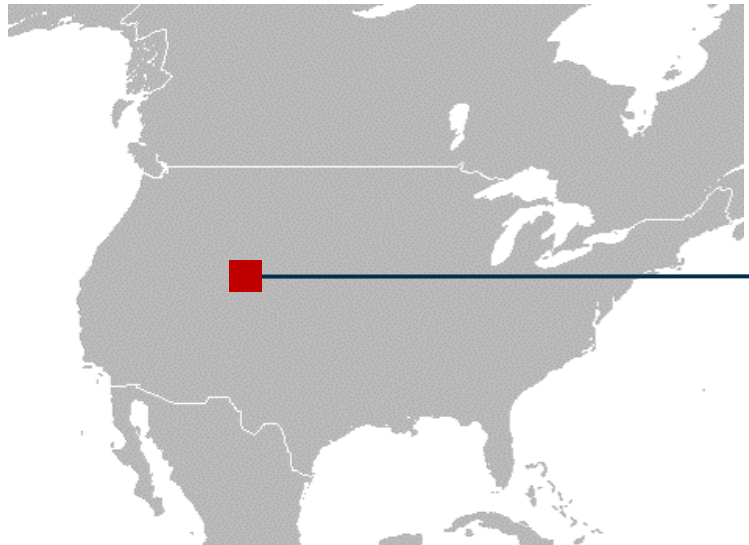


CCC provides contract oversight

U.S. DoD was looking to Canada for a customers and border protection aerospace solution



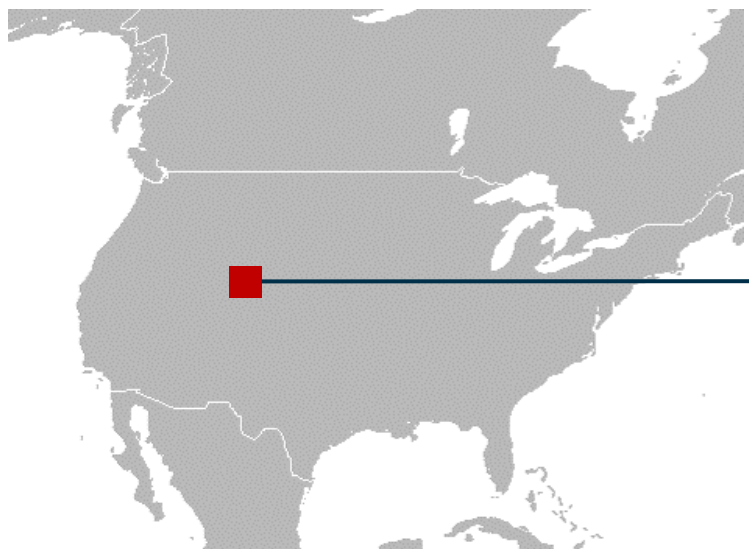
Field Aviation supplied seven Dash 8 Maritime patrol aircraft to the U.S. DoD. CCC helped Field Aviation navigate the complex U.S. purchasing requirements and ensured a contract structure that was satisfactory to all parties involved. The U.S. Department of Homeland Security will use the aircrafts for customs and border protection.



U.S. DoD required specialized and innovative shipboard approved lifts



CCC signed a \$30-million contract under the DPSA with the U.S. DoD for the sale of 6,000 shipboard approved forklifts with Ontario-based Liftking Manufacturing Corp.

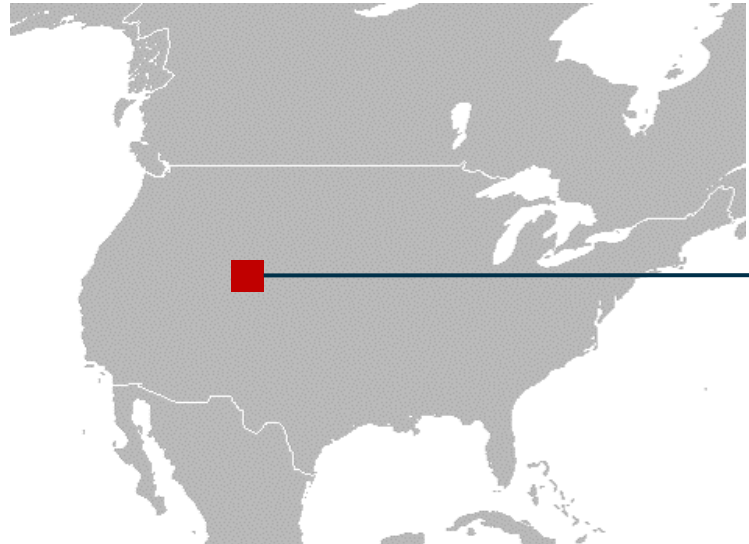


U.S. DoD required hardware kits for their Light Armoured Vehicle Reset Program



CCC signed a \$37.2 million contract under the DPSA for the purchase of 60 hardware kits for the U.S. Marine Corps' LAV Reset Program. The fully integrated kits will be procured by General Dynamics Land Systems and delivered to the Marine Corps for installation at Marine Corps Production Plants.

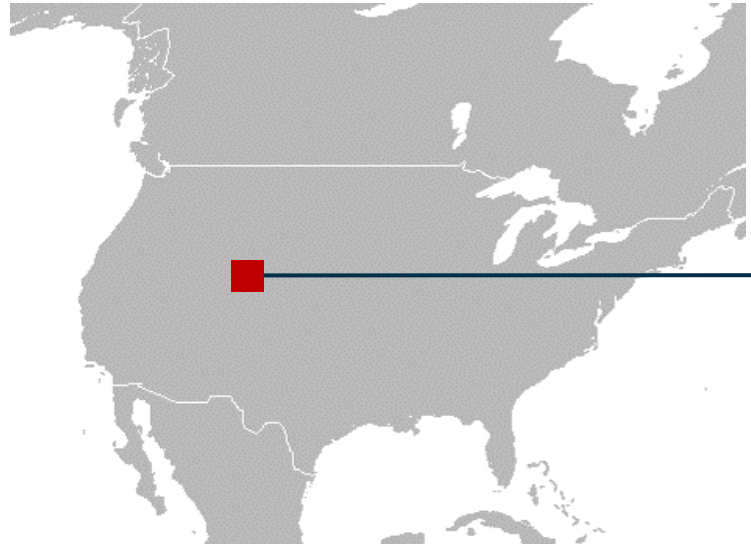
GENERAL DYNAMICS
Land Systems-Canada



U.S. DoD required turbines for turbine engine overhaul program



CCC signed a \$70-million contract under the DPSA with the U.S. Navy for the refurbishing of 501-K34 engines used on Arleigh Burke-class guide missile destroyers with StandardAero.



Truth or Myth?

Do you have to be
an American
business to sell to
the US DoD or be
located on US soil?



Truth or Myth?

Do you have to
produce “military
stuff” or be in the
defence sector?



Truth or Myth?

Does the Buy
America Act prevent
Canadian businesses
from selling to the
US DoD?



Truth or Myth?

Can SMEs win
contracts with the
US DoD?



Truth or Myth?



- Canadian supplies delivered to the U.S. DoD qualify for duty-free entry?
- US DoD is a large organization; will I need to deal with many people?
- Do I need to hire an agent?
- Does CCC charge a fee?

How to get started

Note: It is critical that you obtain a DUNS number, NACAGE code and register in SAM as you will not be able to submit a proposal without these registrations.



Official U.S. Government Website
100% Free

The Official U.S. Government System for:

Contract Opportunities

(was fbo.gov)

Contract Data

(Reports ONLY from fpds.gov)

Wage Determinations

(was wdol.gov)

Federal Hierarchy

Departments and Subtiers

Assistance Listings

(was cfda.gov)

Entity Information

Entities, Disaster Response Registry,
Exclusions, and Responsibility/
Qualification (was fapiis.gov) **NEW**

Entity Reporting

SCR and Bio-Preferred Reporting

Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

Get Started

Renew Entity



Check Entity Status

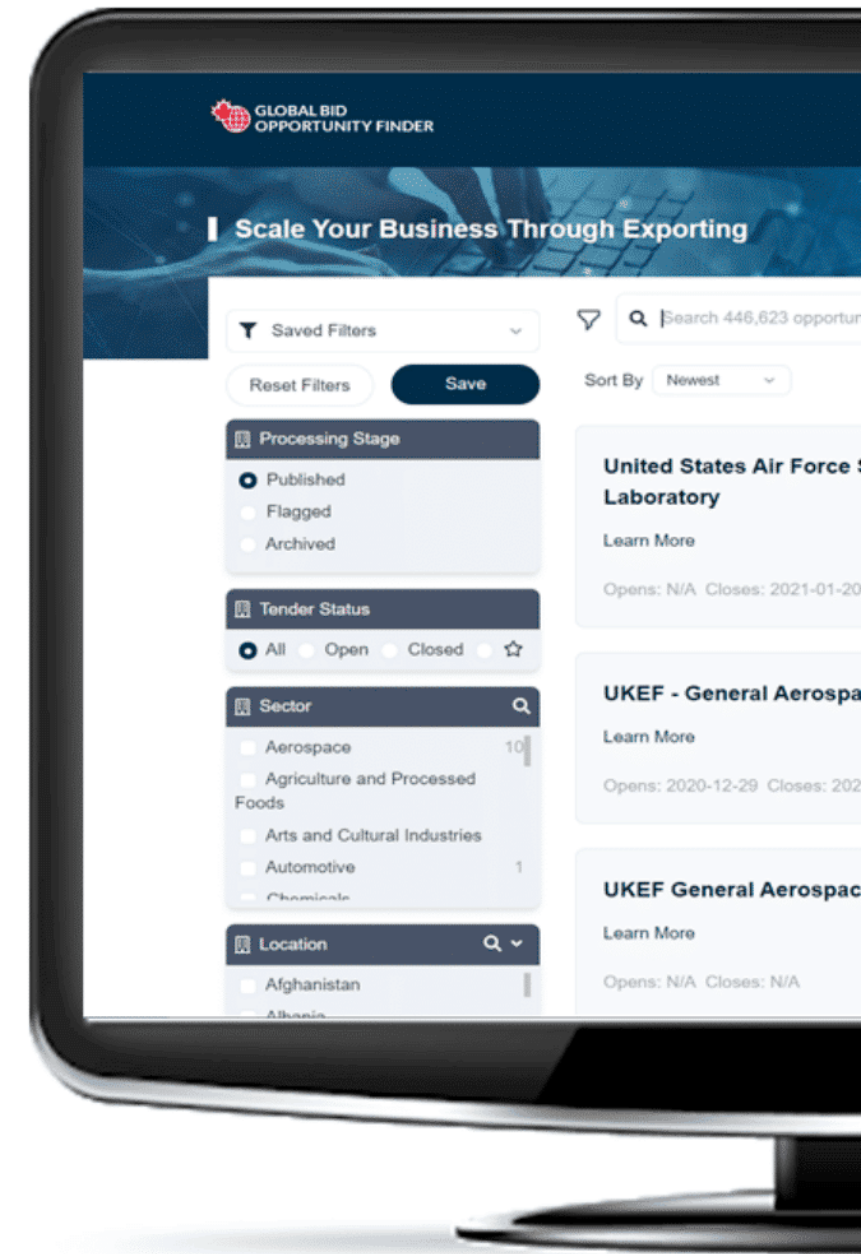
You can also use GBOF.ca

Create saved keyword searches and have the results emailed at your convenience

- 1.5 million opportunities
- 200 jurisdictions
- 5,000+ new opportunities every day

Register for free: www.gbof.ca/

For assistance, email our Customer Acquisition Team at info@ccc.ca



Questions?



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