

## CANADIAN COMMERCIAL CORPORATION

**Canadian Commercial Corporation (CCC)** is a Crown Corporation wholly owned by the Government of Canada. CCC's principal objective is to facilitate export sales of Canadian goods and services by assuming the role of prime contractor. Through such transactions, the Corporation undertakes to deliver products or services from Canadian suppliers to foreign customers.

The Corporation has two operational divisions, one of which handles sales to the U.S., and the other to overseas customers. In the first instance, CCC continues to play its traditional role, notably with the United States Department of Defense under the terms of the Canada-U.S. Defence Production Sharing Agreement, and the Canada-U.S. Defence Development Sharing Agreement. It also handles bid solicitations and contracting in Canada on behalf of other U.S. government departments and agencies. On the overseas side, CCC assists in sales to other foreign governments and international agency customers (e.g., United Nations procurement agencies), including non-defence sales, and in capital projects in response to Canadian exporters' needs or at the request of foreign buyers.

The principal services and advantages of using CCC are:

- Assistance in contract negotiations and contract management, which includes payment to suppliers (accelerated payments to small businesses), and collection from customers.
- Guarantee of contract performance.
- CCC's participation, on behalf of the Government of Canada, enhances the credibility and competitiveness of a supplier in the eyes of a foreign customer.
- Increase the customer's confidence in the Canadian supplier's financial and technical capability of conforming with bid specifications, contract terms, and supplier warranties.
- CCC's services are free of charge in most instances.