

GOVERNMENT- TO-GOVERNMENT CONTRACTS

CANADIAN COMMERCIAL CORPORATION

Canadian Commercial Corporation (CCC), a Crown corporation, provides Canadian exporters with valuable assistance when they are selling to any foreign government, or an international organization. In such sales CCC acts as a prime contractor and guarantor for the sale of Canadian goods and services to the foreign customer.

CCC certifies the Canadian exporter's financial and technical capabilities and guarantees to the foreign buyer that the terms and conditions of the contract will be met. CCC's participation in a sale provides a Canadian supplier with the tangible backing of their own government, enhancing their credibility and competitiveness in the eyes of foreign customers, and can often lead to the negotiation of more advantageous contract and payment terms.

CCC provides a range of useful tools to provide access to specialized markets such as the U.S. Department of Defense, and can also assist exporters in transactions with foreign private sector buyers.

CCC's services are of particular benefit to Canadian small and medium sized enterprises (SME's), many of whom are less known internationally. Last year some 70 per cent of CCC suppliers were SME's.