

## Selling to government

Foreign governments can be a fruitful market for your export venture. It may be worth looking into the following resources:

### CCC (the Canadian Commercial Corporation)

As Canada's export contracting agency, CCC assists Canadian exporters in closing deals worldwide, particularly in government markets.

CCC offers a range of services to support Canadian exporters seeking to secure international contracts. Normally, CCC acts as a prime contractor, signing a contract with the foreign buyer and a matching contract with the exporter. In doing so, CCC adds the Government of Canada's credibility to the transaction and makes Canadian companies, SMEs in particular, more competitive internationally. CCC also assists SME exporters in increasing their pre-shipment working capital from commercial sources, and offers customized procurement and contracting services on a fee-for-service basis. See [www.ccc.ca](http://www.ccc.ca).

CCC can assist you in obtaining working capital from commercial sources. See page 18.

### IFInet

IFInet is a gateway to International Financial Institutions (IFIs) and United Nations agencies. It concentrates on procurement business in the developing world, so if your product or service matches this profile, IFInet may give you excellent support. Investigate further at [www.infoexport.gc.ca/ifinet](http://www.infoexport.gc.ca/ifinet).