

## Bidding on a Project

### Proposal preparation service

Don't just win. Win smart. Every proposal is a contract in the making. Make sure yours is one you can live with after you close the deal. CCC can help. Their contracting experts can advise you on a vast range of issues for both technical and commercial proposals, from favourable payment milestones and clear terms of acceptance to the availability of dispute resolution mechanisms and the overall acceptability of terms and conditions. See [www.ccc.ca/proposal](http://www.ccc.ca/proposal).

## Assistance with contracts

### Contract structuring and negotiation service

You've made the sale. Now comes the hard part. International contracts can be enormously complex—and demanding. If you're concerned about making sure you're well-positioned to succeed, CCC's contracting experts can help, giving everything from advice on contract structure and negotiation strategies to rolling up their sleeves and working with you at the table to get the terms you need to succeed. Go to [www.ccc.ca/negotiation](http://www.ccc.ca/negotiation).

### Contract management service

Reduce your administrative burden. CCC's Contract management service—which includes contract monitoring and administration, foreign exchange, and receivables discounting—can free your company from the administrative burden that sometimes comes with international contracts. At the same time, their experts will help you reduce payment lead times and stabilize liquidity flows while minimizing the risk of non-payment. See [www.ccc.ca/management](http://www.ccc.ca/management).