

Products and Services for Exporters

International Prime

Contractor Service

CCC offers a specialized export sales and contracting service for exporters selling in international markets and primarily to foreign governments.

When Canadian companies sell through CCC, and the Corporation assumes the role of prime contractor, the following assistance is available:

- export opportunity development support;
- advice on bid preparation and submission;
- contract risk analysis and mitigation;
- assistance in contract negotiation;
- a sales contract through CCC with a government-backed guarantee for the customer;
- contract monitoring and administration, including processing payments, mediating, auditing and close-out.

Sales to the U.S. DoD and NASA

CCC specializes in sales to the U.S. DoD and NASA, and is responsible for maintaining the Canada/U.S. DPSA, which provides Canadian exporters with privileged access to one of the largest procurement markets in the world. At the request of the U.S. DoD, all purchases over US\$100,000 from Canadian companies are contracted exclusively through CCC. This basic service is provided at NO CHARGE.

When Canadian exporters sell through CCC they benefit from relaxed U.S. government procurement rules, including:

- waiver of U.S. cost accounting standards for contracts;
- waiver of requirements for submitting cost and pricing data;
- waiver of some of the regulations of the *Buy America Act*;
- duty-free entry for goods and services.

U.S. Bid Matching Service

CCC's U.S. Bid Matching service searches for U.S. government opportunities that match the Canadian products and services of companies registered with CCC, and then contacts qualified Canadian suppliers. The Corporation's knowledgeable staff helps exporters obtain solicitation documents and provides them with valuable advice on regulations and bidding processes. For more information, please visit www.ccc.ca.

Pre-shipment Export Financing Service

The Progress Payment Program (PPP) is designed to assist small Canadian exporters that have insufficient working capital to undertake specific export contracts. Through the PPP, we facilitate access to commercial sources of pre-shipment financing to provide working capital for their export sale.



Fees for Service

CCC offers a number of services on a cost-recovery basis. Under the DPSA, sales to the U.S. DoD and NASA, as well as the U.S. Bid Matching service, are provided free of charge. Fees for sales to other international markets average 0.5 to 3 percent or higher, depending on the value, complexity and risk of the deal. For pre-shipment export financing, there is a basic application fee of \$500, and a similar fee structure as above applies.
