



Our Staff

Another advantage of working with CCC is that you can draw on the knowledge and expertise of our team of professionals — from international trade lawyers and negotiators to financial and contract specialists and administrators. Their familiarity with the often complex purchasing rules and regulations of foreign governments can save you and your client valuable time and expense down the road.

You Should Call Us When...

- **you've identified a sale involving a foreign government, international organization or private-sector buyer and you are ready to submit an offer;**
- **your customer needs the added assurance of the Canadian government's guarantee that the contract will be completed according to its terms and conditions;**
- **your products or services are not well known to the buyer, or your foreign competition is larger or better known, and you need the added credibility of the Government of Canada to make the sale;**
- **you are concerned with the buyer's payment risks or terms such as the requirements for performance bonds;**
- **you need pre-shipment export financing;**
- **you need assistance understanding foreign government procurement procedures and regulations;**
- **you are concerned about the complexity of a sale and need practical advice;**
- **your buyer might be interested in a sole-source transaction for your product or service;**
- **you are selling to the U.S. DoD and/or NASA.**