

US DEFENCE MARKET - QUESTIONS & ANSWERS

9. A potential exporter in the preparation of a response to an RFP is advised to attend a pre-bidding conference in a US base which requires a Visit Request. Since the meeting is the following week, they demand help in taking a short cut in approving visit request.	Providing it is an UNCLASSIFIED visit and the company is registered with the US-Canada Joint Certification Office, visit arrangements should be made directly with the US base through a Directly Arranged Visit.
10. A Canadian subcontractor supplies materials to a US prime; is contact with the US Department of Defense required?	Yes! The Canadian company should contact DCMAO Ottawa for any supplemental information, such as shipping, duty free, packaging, etc.
11. A Canadian company is invited to bid by CCC. Does the company only deal with CCC.	No! The company should contact both the US DoD contractor and the program officer, if the product is a system.