

DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE (DFAIT)

For more information on the U.S. defence market offered by DFAIT, contact:

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Publications

Canadian Access to the U.S. Defence Market

This guide offers Canadian firms a quick overview of the U.S. defence market. It explains how to enter the market and provides valuable contacts in both Canada and the U.S.

InfoCentre

DFAIT's InfoCentre can provide additional information on the U.S. defence market, export-import documents between Canada and the U.S. and related foreign-policy issues. For more information, call InfoCentre at (613) 944-4000.

THE CANADIAN COMMERCIAL CORPORATION (CCC)

Canadian contractors interested in working with the U.S. Department of Defense (DoD) must register with the CCC. Under the U.S. defence acquisition regulations, CCC must act as prime contractor on all DoD contracts for Canadian products or services. CCC then places a back-to-back contract with a Canadian contractor. The CCC provides Canadian contractors a number of services, including:

- identifying contract opportunities;
- offering computer-assisted bid matching;
- obtaining commercial and government entity (CAGE) codes for Canadian contractors;
- expediting the payment process; and
- advising on bid protests and contract disputes.