

US DEFENCE MARKET - QUESTIONS & ANSWERS	
<p>3. In pursuing an opportunity with the Army's Communication & Electronics Command, a company is told that the forthcoming Bid Set will be classified CONFIDENTIAL. The company wants to pursue the solicitation, however they do not have current facility and personnel security clearances with SSC, Industrial and Corporate security branch. Is it too late?</p>	<p>a) Probably yes. Personnel and facility clearances can be time-consuming, therefore, the security process should start early.</p> <p>b) If your Facility Security Clearance is valid, the Bid Set will be sent through SSC/CCC.</p>
<p>4. A company which manufactures blower motors has an opportunity to provide some of these to a US defence construction contractor; will there be any difficulties?</p>	<p>a) Probably, as the Buy American Act applies to construction contracts. However, if the motors will be installed in a unit which is being assembled off the construction site; this might be acceptable.</p> <p>b) Check with the contracting officer before finalizing your response to ensure that your product is acceptable.</p>
<p>5. A company contemplating a response to a future solicitation requires a software program held by a US defence laboratory. How do they acquire it?</p>	<p>A request is made through the Industrial Corporate Security Branch, Supply & Services Canada. The request must clearly define the program and the reason that it is required. (There could be a small cost.)</p>
<p>6. A company receives a solicitation from a US defence contractor. One of the contract clauses refers to DFAR 252.225-7025. How does the company ascertain what this clause is and what it means?</p>	<p>a) Your first contact should be with the US defence contractor. As your immediate customer, the contractor should be the best source of information.</p> <p>b) Should you require further information contact DCMAO Ottawa or any Canadian Government trade office or post.</p>
<p>7. The above company is also asked by its prime to submit a Procurement Integrity Certificate. Is this required of a Canadian supplier?</p>	<p>While it could be construed as a violation of Canadian sovereignty, the company is advised to comply if they value the business.</p>
<p>8. A budding defence exporter enquires over the requirement for a local agent or sales representative.</p>	<p>Make the first calls yourself then discuss the requirement with both the contracting officer and Trade Commissioner.</p>