

### **Contact the Canadian Commercial Corporation (CCC)**

The *Canadian Commercial Corporation (CCC)*, a Canadian Crown Corporation, provides many services to Canadian companies that do business with the U.S. federal government. It acts as a prime contractor for the sale of Canadian products and services to the U.S. government. Canadian firms contracting through the CCC are given instant credibility because the Corporation's participation in an export sale constitutes the commitment of the Government of Canada that the contract will be performed. Using its Bid Matching Service, the CCC locates contracting opportunities that match the specific capabilities of its clients. The Corporation's expertise and reputation in the U.S. federal procurement market can greatly improve the chances of your success. In fact, the U.S. Department of Defence (DOD) and NASA require that Canadian firms contract through the CCC. Call (613) 996-0034 (see "Miscellaneous Assistance," Appendix A).

### **Contact the National Contract Management Association (NCMA)**

The *National Contract Management Association (NCMA)* is an excellent source of information. The association was created to train and educate its members on how to win and manage U.S. federal government contracts. Joining the NCMA is a good way for a firm new to the federal market to learn how to do business with the federal government. Call (703) 448-9231 (see "Professional Associations," Appendix A).

### **Consider Meeting With a Consulting Firm**

There are four major federal IT consulting firms and many smaller *boutique* firms in the Washington, DC area that provide customised market research, personal consulting, some marketing support, and federal opportunity tracking. Their services can be used to make an informed market-entry decision, to develop an effective federal business strategy, to track federal contracting opportunities, to identify and profile competitors and potential teaming partners, and to locate potential federal customers. Essentially, the big consulting firms can provide you with any information you might need - at a price. Their services cost thousands or even tens of thousands of dollars. However, the market intelligence that they provide can result in a payoff that more than makes up for the initial investment. Consider meeting with each of the consulting firms listed in the "Consulting Firms and Course Providers" section in Appendix A.