

The U.S. federal sector can be profitable. U.S. federal program managers are interested in products and services that meet a specific agency requirement, or helps them to meet their program objectives. A Canadian firm with a strong sales record in the U.S. commercial sector is a good candidate for the large volume, or "Schedule", contracts similar to the Canadian government's Standing Offer program. Canadian companies with a track record of strong, innovative technology and solid experience in Canadian government or private sector contracts may be able to arrange partnerships with American prime contractors.

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