



### **Privatization**

Governments are commercializing many of their services, privatizing utilities, and turning to private-public partnerships for the development and operation of infrastructure projects. Privately owned contractors and utilities will become increasingly important sources of procurement, and therefore increasingly important potential customers for CCC.

### **Sales Integration**

International customers are looking more and more for integrated solutions and turnkey packages. As a result, they are contracting with a single source or a limited number of suppliers or systems integrators that can then subcontract for a full range of goods and

services. CCC's ability to bring together a number of Canadian suppliers to deliver a complete package of services is a valuable asset for Canadian exporters.

### **Cross Selling**

More cross-sectoral business opportunities are opening up. Suppliers of commercial technologies are now selling into defence markets and information technologies are key components of many strategic sectors.