



Wheeling and dealing with Uncle Sam

Canadian companies have an impressive record when it comes to winning big contracts from the U.S. government. In 2005, for example, Uncle Sam awarded more than 700 Canadian exporters with over \$1 billion in prime contracts for goods and services, an increase of about 12% from the year before. This success owes as much to American confidence in Canadian quality as it does to our approach and contracting know-how.

One way exporters can do business with the U.S. government is through General Service Administration Schedule Contracts or GSA schedules (see *CanadExport*, Vol. 24, No. 16) which cover 53 different groups of products and services. But it's not the only way.

What's a GWAC?

Another important way to win contracts with Uncle Sam is through Government-Wide Acquisition Contracts, or GWACs.

This is only for technology products and services. Technology companies can use either GSA schedules or GWACs, or both, but there are differences. GSA schedule contracts require that offerings be available on the commercial market and GWACs do not.



Another difference is that GSA schedules are open to new vendors all year long but GWACs have bid closing dates.

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CanadExport to go electronic!

Starting in November 2006, *CanadExport* will be moving to an electronic format distributed by email.

Like the paper edition, the new *CanadExport* will provide trade news and events, advice and market intelligence to exporters every two weeks. But it will also have expanded content, be delivered on a more timely basis and contain live links that connect exporters to websites including *InfoExport*, *Invest in Canada* and *ExportSource*. It will also link to trade commissioners directly.

Current subscribers should watch this space for further details or send their name and subscriber number by email to canad.export@international.gc.ca to be on the new mailing list. We're confident that you will enjoy and profit from the new *CanadExport*.

