



# CCC

Canadian Commercial Corporation  
Corporation Commerciale Canadienne

## Simplified Acquisition Through the Government of Canada



Government  
of Canada

Gouvernement  
du Canada

# Simplified and Timely Project Delivery Through the Government of Canada

*The Canadian Commercial Corporation (CCC) helps governments of other nations with simplified and timely acquisition of information technology, social and economic public infrastructure through the Government of Canada – enhancing the bilateral relationship and reducing acquisition risks.*

## THE INTERNATIONAL CONTRACTING AGENCY OF THE GOVERNMENT OF CANADA

CCC is the Crown corporation of the Government of Canada (government-owned enterprise) that undertakes sales of products and services from Canada on a government-to-government basis.

CCC operates under the Minister of International Trade in collaboration with Canadian Embassies and High Commissions abroad.

### Who Can Participate?

CCC can enter into a contract with most sovereign governments for the sale of Canadian solutions. CCC can work with all levels of government – national, subnational and municipal.

### CCC's International Commercial Business

Government-to-government contracting is a much faster procurement approach that builds commercial relationships with Canada. As Prime Contractor, CCC stands behind every government-to-government contract with the full assurance of the Government of Canada.

## THE CANADIAN PACKAGE

CCC understands the challenges government buyers face when procuring internationally. Drawing on decades of experience, CCC offers a customized government-to-government approach to meet specific project needs, regardless of complexity with:

- A trusted government-to-government contracting mechanism with a Government of Canada guarantee of contract performance
- World-class Canadian capabilities identified to meet project requirements
- Working with Export Development Canada, CCC identifies sources of project financing

## GOVERNMENT-TO-GOVERNMENT CONTRACTING

### Fast and Simple

- Expedited acquisition process on a government-to-government basis with CCC
- Access to any technology or expertise commercially available and approved for export from Canada
- Customized solutions to project needs delivered on a timely basis

### Reduced Acquisition Risk

- Government of Canada assurance that the contract will be performed according to the agreed terms and conditions
- Due diligence conducted by CCC on Canadian supplier's technical, financial and managerial capability to satisfy CCC of the supplier's ability to deliver on the contract

### Canadian Commercial Corporation

|                |                                     |
|----------------|-------------------------------------|
| Business Lines | U.S. Department of Defense and NASA |
|                | Global Defence and Security         |
|                | International Commercial Business   |

- Purchasing government has direct access to Canadian supplier during contract negotiation and execution for technical issues through the length of the contract
- Mitigation of project risks and assurance of ethical business practices with CCC contract monitoring throughout the length of the contract

### Enhanced Bilateral Relationship

- Reinforcement of political, economic and security relationship
- CCC, as Prime Contractor, brings the Government of Canada's support to the acquisition from identification of the Canadian supplier to the end of the warranty period
- CCC can hold the purchasing government's advance payments in trust until contract execution.

### KEY CANADIAN CAPABILITIES

CCC provides simplified access to Canada's world-class technologies and expertise on a government-to-government basis. A sample of Canadian strengths:

#### Information Technology Infrastructure

- Biometric voter registration systems
- National identification card systems
- Geomatic and land title registry systems
- Government tax administration systems
- Electronic lottery systems

#### Security Infrastructure

- Airport security systems and equipment
- Border security systems and passport production
- Coastal surveillance and vessel traffic systems
- Critical infrastructure security solutions
- Cyber security solutions

#### Economic Infrastructure

- Airports, runways/aprons, terminals and air space navigational systems
- Electrical power, including generation plants, electrical grid and local distribution
- Supply of port, rail and transit equipment and communications-based control systems

#### Social Infrastructure

- Schools, universities, specialized colleges, curricula development and training
- Hospitals, specialized medical clinics, including equipment and staff training
- Water and wastewater, storage reservoirs, pipes, pumps, valves, filtration and treatment equipment and smart meters

*CCC brings over 65 years of international contracting experience and a deep knowledge of Canadian industry to meet your infrastructure project requirements.*





# Canada Your Partner in Infrastructure Development



Canadian Commercial Corporation  
Corporation Commerciale Canadienne



Global Affairs  
Canada

Trade Commissioner  
Service

Affaires mondiales  
Canada

Service des  
délégués commerciaux

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[www.ccc.ca](http://www.ccc.ca)

*Other photos courtesy of Canada Border Services Agency  
and Bombardier*



# CCC

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## **Mandate**

CCC is a state-owned enterprise of the Government of Canada established for the purpose of assisting in the development of trade between Canada and other nations.

## **Mission**

CCC supports the development of trade by helping Canadian exporters access government procurement markets of other nations through government-to-government contracting.

## **Commitment**

As the Government of Canada's International Contracting Agency, CCC is committed to being a trusted partner for acquisitions from Canada on a government-to-government basis.



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