



## ***Canada's international procurement and contracting agency***

### ***Trusted around the world for 65 years***

The Canadian Commercial Corporation (CCC) has a long and robust history working with innovative Canadian companies in the Maritime provinces. In fact, Atlantic Canada is home to suppliers for some of CCC's most notable defence contracts.

#### **Collaborative, Credible and Competitive in Atlantic Canada**

When the Norwegian Air Force needed to find a wing replacement solution for their P3 Orion aircraft, they turned to CCC. The Corporation's procurement expertise and longstanding relationship with the Norwegian Air Force resulted in a tailored Procurement Service Agreement (PSA). The resulting PSA led to an acquisition contract for six P3 wing kits at a value of \$55 million to be installed by IMP Aerospace Limited in Halifax, Nova Scotia.

**In the past five years**, CCC has supported nearly 20 Atlantic Canadian companies in the aerospace, defence and security industries by signing 314 contracts totaling a value of over \$120 million.

To ensure that Atlantic Canadian companies remain competitive in these industries, and to increase the awareness of companies operating in other sectors, CCC has been working closely with partners such as the Aerospace and Defence Industries Association of Nova Scotia (ADIANS) and the Atlantic Canada Opportunities Agency (ACOA). Together, CCC and its partners will work to strengthen the presence of Atlantic Canadian companies in the international market.

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#### **Collaborative, Credible, Competitive:**

The Canadian Commercial Corporation (CCC) continues to deliver on its mandate to promote and facilitate trade between Canadian exporters and foreign buyers. The year marked significant achievements in CCC's ability to identify opportunities and manage an active portfolio in markets around the globe.

**Collaborative:** CCC continues to be a key partner in Canada's International Trade Portfolio alongside DFAIT and EDC

#### **In 2010-11 CCC:**

- Supported Canadian companies by signing \$1.6 billion in contracts;
- Navigated complex markets and worked with Canadian companies to manage important and rewarding business contracts in 68 countries; and
- Created or sustained 18,300 jobs in Canada.

**The Corporation has focused its operations into five business lines** that are aligned with the needs of Canadian exporters:

- **Sales to the United States Department of Defense (US DoD)** under the Defence Production Sharing Agreement (DPSA) and to the National Aeronautics and Space Administration (NASA);
- **Global Defence and Security sales** to allies and like-minded nations;
- **International Commercial Business (ICB) sales** (mostly in the infrastructure sector) to government buyers in emerging and developing markets, particularly in Latin America and Africa;
- **Procurement services for federal government departments** to support their international programs; and
- **Trade financing to Cuban government buyers** in the tourism and agricultural sectors in support of Canadian suppliers exporting to Cuba.

**Credible:** For 65 years, CCC has been working with U.S. DoD, fostering a strong and mutually beneficial North American defence industrial base

**Competitive:** CCC helps Canadian exporters bring innovative products and services to the international marketplace

CCC's prime contracting and procurement services continue to offer tailored and technologically responsive solutions that meet the unique demands of governments worldwide. The Corporation's expertise in contracting and procurement enables CCC to help Canadian exporters penetrate complex markets, and mitigate potential project and market risks.