

A light gray world map is centered in the background of the slide.

Eligibility Criteria



Exporter Eligibility

- In business in Canada for at least two years
- Annual sales of at least two consecutive years
- Proven track record in the sector of the proposed international project
- Financially sound – among other things, must have sufficient working capital and a net worth that shows the firm is able to take on its share of the funding required to implement the project
- Already established contacts in the host country
- Must be the prime contractor on the project



Prequalification Process

- Once the value of CCC is understood by the exporter they can enter into a prequalification process
- The following information is requested:
 - Past 3-year audited financial statements
 - Latest interim
 - Company cash flow
 - Company history
- Our Risk Department will conduct a preliminary assessment of the information provided
- Within a week they will advise the BD if we can support the exporter at this time and the range of project value they would qualify for
- CCC can provide the exporter with a prequalification letter that is valid for a specific period of time (usually until the fiscal year)



CCC- Criteria Diagram

