



# TCS Information Package – CCC Services

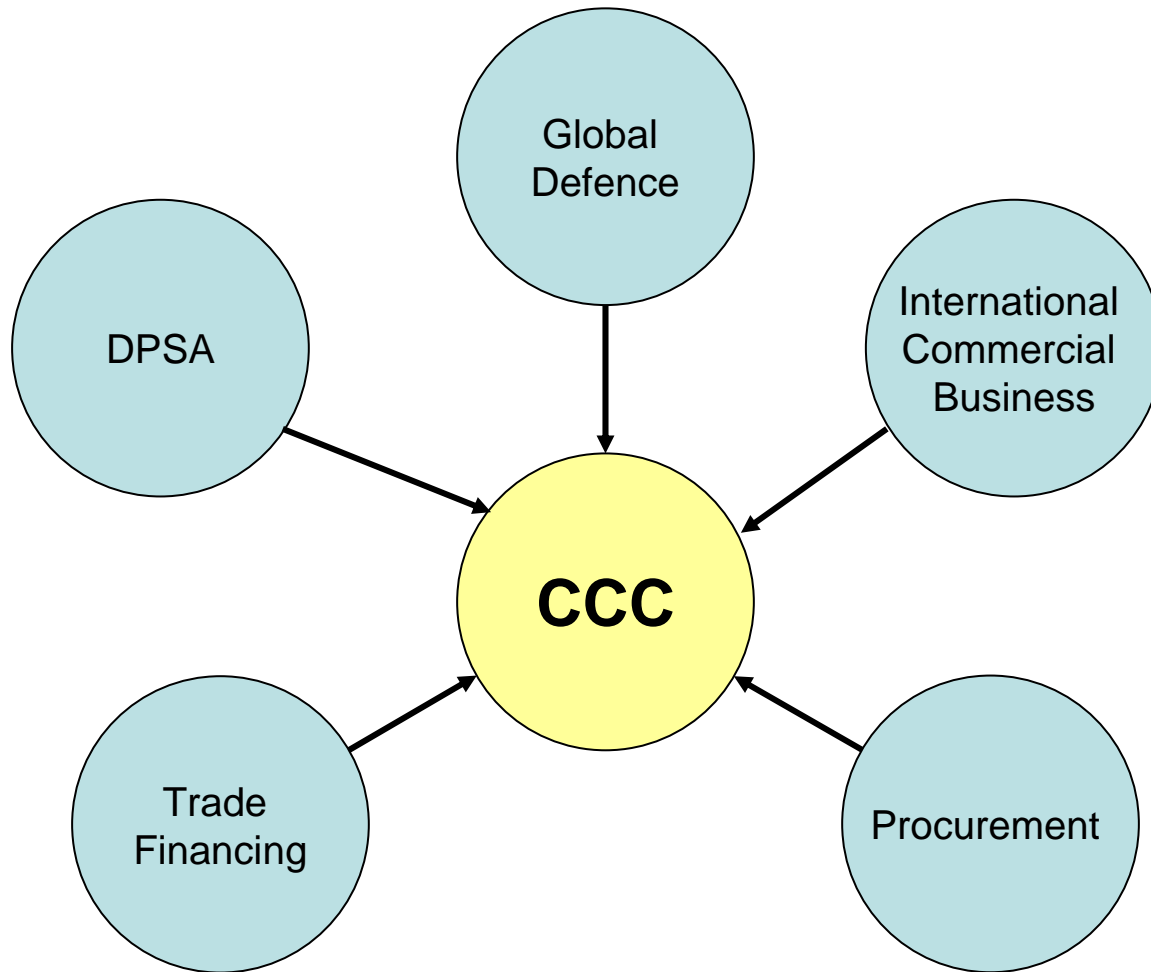


# History

- Crown Corporation established in 1946
- Reports to the Minister of International Trade
- Mandated to facilitate trade between Canadian exporters and international buyers



# Business Lines





# Sector Activity

- Infrastructure

- CCC is active in all sectors except exploration (i.e. mining and oil) and real estate
- Sector priorities include: **Transport; Energy and Power**

- Aerospace and Defence

- CCC is Canada's Global Defence Sales Agency

- **Defence Production Sharing Agreement (DPSA)**

- CCC acts as Prime Contractor for U.S. DoD purchases from Canadian suppliers

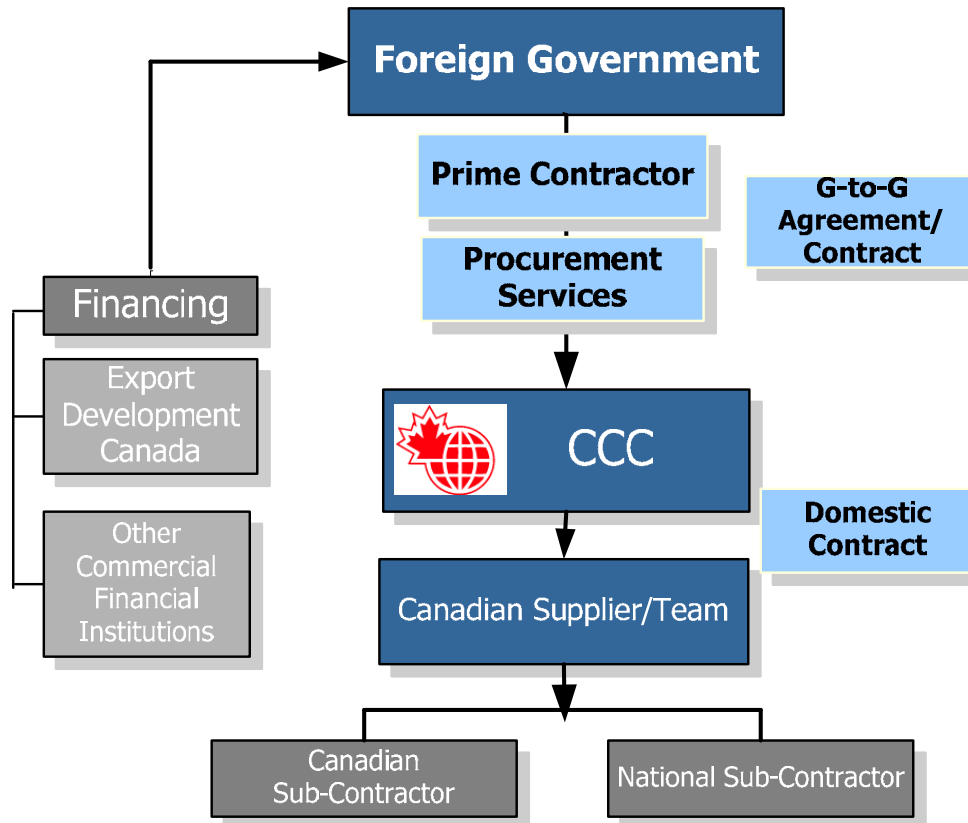


# Service Offerings

- **Prime Contractor Service**
  - Acts as prime contractor in government-to-government transactions
    - Sell to foreign governments
  
- **Procurement Service**
  - Acts as a procurement agent for foreign governments purchasing Canadian goods and services
    - Buy for foreign governments



# Contracting Structure





# DPSA

## Value Proposition

- **For the U.S. DoD**
  - Fair and reasonable price certification
  - CCC conducts an internal due diligence of the Canadian supplier's technical, financial and managerial capabilities prior to endorsing the supplier's proposal
  - Contract guarantee of performance – enshrined in the Defense Federal Acquisition Regulation Supplement (DFARS)
  - Contract management – issues management and risk mitigation
  - CCC appropriated funds to provide contract management oversight at no cost to the US Department of Defense (DoD)
- **For the Canadian Exporter**
  - Access to US DoD acquisition – CCC is exempt from most Buy-America provisions by regulation
  - Contract administration and payment through CCC is less complex
  - No cost service



# Global Defence Value Proposition

- **For the International Buyer**
  - GoC assurance that contractual terms and conditions will be satisfied
  - Robust due diligence process ensures that only competent suppliers are backed by CCC
  - Credible and transparent procurement processes
  - Active project monitoring and quality assurance
  - The contract deliverables are from Canada and can be tailored to meet the buyer's requirements
  - Faster and cheaper than US FMS
- **For the Canadian Exporter**
  - Government of Canada partner enhances credibility, mitigates risk and removes onerous buyer conditions
  - Frequently allows the buyer to award a directed contract
  - Enhanced access to opportunities with international buyers
  - Enhanced access to support from Canadian Government, including Embassies



# Int'l Commercial Business Value Proposition



- **For the International Buyer**
  - GoC assurance that contractual terms and conditions will be satisfied
  - Robust due diligence process ensures that only competent suppliers are backed by CCC
  - Credible and transparent procurement processes
  - Active project monitoring and quality assurance
  - Direct contracting G2G mechanism
- **For the Canadian Exporter**
  - Government of Canada partner enhances credibility, mitigates risk and removes onerous buyer conditions
  - Frequently allows the buyer to award a directed contract
  - Enhanced access to opportunities with international buyers
  - Enhanced access to support from Canadian Government, including Embassies



# Procurement Value Proposition

- **For the Canadian Government Department**
  - Allow departments to focus on core mandate and capitalize on their competencies when managing international aid programs
  - Flexible, responsive and cost effective procurement solutions for short-term urgent or long-term complex projects
  - GoC retains control over program spending, is assured that program funds are spent responsibly and transparently following internationally recognized procurement practices
- **For the Canadian Exporter**
  - Openness, transparent, fair and flexible process
  - Quick reaction time



# Trade Financing Value Proposition

- **For the Cuban Government Buyer**
  - Provides Cuban buyers with access to Canadian suppliers with proven track records in Cuba
  - Provides Cuba with access to financing in order to sustain productivity in critical revenue-generating sectors of the Cuban economy
  - Continues to strengthen ties with Canada
  - Potential to leverage CCC relationships with other Canadian exporters that fall outside the traditional Sugar/Tourism areas (eg., construction)
- **For the Canadian Supplier**
  - Helps create and sustain access to complex markets in Cuba for Canadian SMEs
  - Helps create and sustain jobs in Canada
  - Government of Canada involvement mitigates risk through active contract monitoring
  - Potential to leverage CCC relationships with other foreign buyers



# Contact Information



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