



Connecting Canadian Companies to Foreign Government Buyers

About CCC

The Canadian Commercial Corporation (CCC) is the only Government of Canada agency that offers international contracting expertise and services to help Canadians sell their solutions to federal, state, and municipal governments around the world.

International Prime Contractor Program

To support Canadian companies in their sales pursuits, we offer a program called International Prime Contractor.

Through this fee-based program, we enter into teaming arrangements, create opportunities to submit unsolicited proposals, and oversee the execution of contracts with foreign governments to their successful completion.

In 2020-2021, we signed \$1.35 billion in new exports of which 30% were through our International Prime Contractor program.

Engage high-level government buyers

Leverage our whole-of-government approach using senior level government officials to advocate for your proposal.

Help gain a competitive advantages

Build your buyer's confidence in the transaction when we stand behind your proposal with a Government of Canada guarantee of contract performance.

Accelerate the selling process

Add fuel to your sales using our unsolicited proposal approach – saving both the time and cost of a traditional procurement process.



\$7.27 Billion

Sold by Canadian companies through CCC in the last 10 years

U.S. DoD Prime Contractor Program

Our U.S. DoD Prime Contractor is a free program offered by the Government of Canada, supported by the U.S. Government, and administered by CCC that is designed to simplify the process for Canadian businesses to sell their products and solutions to the U.S. Department of Defence (DoD).

We provide advice on how to bid on an opportunity, vet and endorse your proposal, and troubleshoot issues through the life of your contract with the U.S. DoD.

Using this program is mandatory for any contracts over USD\$250,000 between Canadian businesses and any branch in the U.S. military.

Interpretation of bid documents

We answer your questions about U.S DoD solicitations and help you interpret their documents.

Price review

We certify that your price is fair and reasonable, which eliminates the need for you to present cost and pricing data that conforms with U.S. accounting standards.

Endorsement and advocacy

We review your proposals, perform due diligence reviews and provide a Government of Canada guarantee of contract performance. We also support you with any disputes or export challenges.



The appearance of U.S. Department of Defense (DoD) visual information does not imply or constitute DoD endorsement.

Delivering Canada to the World

We are Canada's government to government contracting agency.

For over 75 years, governments around the world have entrusted us to reliably deliver made-in-Canada products and projects of public and national security importance.

Acting as prime contractor, we simplify and expedite acquisitions from Canadian suppliers across a wide range of sectors including aerospace, defence and security, information and communications technology, cleantech and energy, and public infrastructure.

To learn more about how we support Canadian companies sell their defence and national security solutions to governments around the world, visit ccc.ca/en/.



Canadian Commercial Corporation

350 Albert Street, Suite 700
Ottawa, Ontario K1A 0S6

T: 1-613-996-0034

Toll-free in Canada: 1-800-748-8191

www.ccc.ca/en