



# Delivering **Canada** to the world

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Canada's  
government to government  
contracting agency



# CCC is Canada's government to government contracting agency

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## Operating at the junction of commerce and international relations

Governments around the world lead important initiatives or projects that require them to commit to large and critical purchase contracts. These can be complex, politically sensitive, and expensive. Governments need effective execution and successful delivery.

As a Government of Canada agency, CCC is here to support foreign governments in their mandate to successfully deliver projects to their citizens.

We enable acquisitions from Canadian suppliers of products and services on a government to government (G2G) basis, and our unique offering is designed to reduce the risks for both Canadian businesses and their government buyers.

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CCC and **Canada's G2G** is here  
to successfully deliver on  
international procurements.  
**Guaranteed.**

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# CCC is a government-owned enterprise that reports to Canada's minister responsible for international trade

CCC was established in 1946 under the Canadian Commercial Corporation Act. We are accountable to the Parliament of Canada through the Minister of International Trade, Export Promotion, Small Business and Economic Development.

As the only Canadian agency that offers international contracting expertise, we have facilitated the delivery of billions in Canadian products and services to national, state, and municipal governments around the world using G2G contracts.

We are a reliable diplomatic and economic partner.  
Our G2G contracts ensure the delivery of projects of  
importance to both government buyers and Canadians.

**64**  
Countries  
where CCC  
is active  
(2012-2022)

**\$23**  
BILLION  
Value of G2G  
contracts  
between Canada  
and other nations  
(2012-2022)





# Purpose


Our purpose within the Government of Canada is to advance trade between Canada and other nations, to serve Canada's economic interests, and strengthen bilateral relationships.

# Mission

Through our international contracting expertise, we support Canada and Canadian businesses to build successful commercial relationships with governments around the world.

# Vision

To improve the lives of people by delivering more made-in-Canada solutions to every corner of the world.





## What is G2G contracting?

G2G contracts, also known as intergovernmental contracts, are agreements between government entities for the purchase of products, services, or solutions. This level of collaboration on important acquisitions deepens bilateral relationships, reduces procurement risk for the supplier and the acquiring government, and increases the number of bankable projects for governments.

## Who uses G2G contracting?

- Ministries responsible for major public infrastructure when the urgency of the acquisition, the risk of a failed tender, or the risk of bribery and corruption are sufficient to make the alternative approach of an unsolicited proposal from Canada feasible.
- Ministries responsible for national security or defence when competitive tendering is not feasible for urgency or national security reasons and exercising the national security exception to competitive tendering is feasible.
- State-owned enterprises and sub-national governmental entities when scaling up or transforming the delivery of public services and expertise and technology is not available in their domestic supply base.

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**Canada's G2G**  
greatly reduces  
procurement and  
contracting risks.

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## What makes Canada's G2G unique?

Many governments offer G2G acquisitions. Canada's G2G is unique as it allows a government buyer to engage with the Government of Canada, through CCC, and the Canadian supplier to co-develop a tailored solution that meets the government's specific needs.

**We do rigorous due diligence on our Canadian businesses** with integrity, technical, managerial, and financial assessments to ensure the proposed Canadian supplier can successfully deliver.

**We take on the role as the prime contractor** and both negotiate then oversee the performance of the contract to ensure the funds government buyers entrust to us are used to deliver the work.

**We offer a guarantee of contract performance** on all our G2G contracts reducing procurement risk and promoting acquisitions from Canada.





## International Prime Contractor: Canada's G2G

Our International Prime Contractor service is designed to strengthen Canada's bilateral relationships while supporting Canadian business success. We do this by providing an end-to-end service where we are actively involved in the project from contract negotiation to final delivery.

For government buyers, the International Prime Contractor service enables them to move from an arms-length vendor selection process to a collaboration between governments supported by the expertise of the private sector to scope the right solution. By the time we deliver an unsolicited proposal, we have thoroughly evaluated the integrity, technical, financial, and managerial capabilities of the Canadian vendor and their ability to successfully deliver on the contract. This significantly reduces procurement risks and increases the chance for successful project delivery.

For Canadian businesses, the pursuit arrangement offered by the International Prime Contractor service allows us to advocate for them and their proposal, seek the right terms and conditions for contract success, and to be there to troubleshoot from project development to final payment.



> [Learn more about the advantages of our International Prime Contractor service](#)





## U.S. DoD Prime Contractor: Canada's G2G for the U.S. Department of Defense

Canada and the United States have a unique G2G contracting relationship for military acquisitions from Canada anchored in the Canada-U.S. Defence Production Sharing Agreement (DPSA). As Canada's foreign military sales agency, we are funded by the Government of Canada to:

- Strengthen Canada-U.S. defence procurement cooperation under the U.S.-Canada Defence Production Sharing Agreement (1956).
- Support an expanded defence supply base and enhance DoD access to products and services from Canadian industry.
- Reduce barriers to the contracting process to enable Canadian businesses to sell their products and services to DoD.

For DoD buyers, our U.S. DoD Prime Contractor service not only broadens their supply base, it reduces their supply chain risk as we perform an integrity, technical, managerial, and financial due diligence on the Canadian supplier. Our service also reduces contract administration effort, provides assurance of value for money, and delivers a guarantee of contract performance.

For Canadian businesses, our U.S. DoD Prime Contractor service provides them with the expertise and support they need to sell their products and services to the U.S. military. Not only do they have the Government of Canada as a sales partner, Canadian businesses can compete on equal footing with U.S. firms as they are seen as a domestic supplier.



> [Learn more about the advantages of our U.S. DoD Prime Contractor service](#)



## Sourcing: Service for government of Canada for in-kind aid delivery

We are an executing agency for the Government of Canada's humanitarian and military in-kind foreign aid delivery. We leverage our international contracting expertise to support Global Affairs Canada and Department of National Defence and the Canadian Armed Forces to deliver on a wide range of initiatives, such as:

- Delivering Canada's military aid contribution to Ukraine
- Providing urgent disaster relief support from Canada
- Equipping governments to fight cross-border crime, such as fraud and human trafficking
- Supporting international and domestic anti-terrorism efforts
- Facilitating international endeavors, like scientific and medical collaboration programs.

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**"CCC has a unique capacity to quickly and efficiently deliver Canadian international aid, in rapidly changing environments."**

– The Honourable Mary Ng, Minister of International Trade, Export Promotion, Small Business and Economic Development

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## Global Bid Opportunity Finder

CCC promotes Canadian participation in international tenders issued by governments around the world. The Global Bid Opportunity Finder compiles tenders from 49 sources and translates descriptions into English and French for Canadians.

> [Learn more at gbof.ca](https://www.gbof.ca)



# Delivering Canada to the world

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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 solutions and projects of national importance. 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.





# Contact CCC

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Connect with us directly or  
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