Broaden your supply base Reduce supply chain risk

Buy from Canada

CCC is the U.S. Department of Defense designated contracting authority for acquisitions from Canada





DFARS 225.870-1

Canada is part of the U.S. defense industrial base

CCC will award and administer contracts over the simplified acquisition threshold of USD \$250,000 for DoD contractors located in Canada

Canada's G2G for DoD

CCC is funded by the Government of Canada, and endorsed by the U.S. Department of Defense (DoD) to:

- Strengthen Canada-U.S. defence procurement cooperation
- Deliver on Canada's obligations to DoD under the U.S. Canada Defense Production Sharing Agreement (DPSA, 1956).
- Give the DoD access to an expanded supply base of approved goods and services.
- Allow Canadians to sell their goods and services to the DoD.

Canada and the U.S. enter into government to government (G2G) agreements, similar to the foreign military sales program, to support U.S. and Canadian security interests, and strengthen the North American defense industrial base and supply chain resiliency.

How CCC build successful G2G contracts

Guarantee of contract performance

When you buy from Canadian sources through CCC, the Government of Canada provides a guarantee of contract performance – so you can buy with confidence.

Broaden your supply base, reduce supply chain risk

By performing integrity, technical, managerial, and financial due diligence on your Canadian supplier, we broaden your supply base and reduce your supply chain risk.

Contractual provisions give same data rights

Contractual provisions ensure that the DoD receives the same rights for data and information related to production that would be normally obtained.

Reduce contract administration effort

CCC fulfills some Defense Contract Management Agency (DCMA) roles by providing price verification and performing assist audits. We also serve as the point of contact for DoD contracting officials and DCMA North America

Get assurance of value for money

CCC conducts a cost and price analysis to ensure the Canadian supplier's price is fair and reasonable and in accordance with Government of Canada Cost and Profit Policy.

How CCC builds successful G2G contracts

Identify Program and **Potential Solution**

> Canadian supplier identifies a sales opportunity and familiarizes themselves with CCC and the DoD.

Due Diligence

CCC supports Canadian supplier in meeting integrity compliance, technical, managerial and financial requirements, as well as confirming that the security requirements necessary for contracting have been met.

Government of Canada Review

CCC reviews the due diligence information in conjunction with the proposal. CCC provides an assurance of "fair and reasonable" pricing to DoD. "Fair and reasonable" price evaluation is completed by PSPC on sole source requirements. CCC provides government assurance to the DoD.

Delivery of Goods and Services

> DoD buver receives goods and services directly from the Canadian supplier. CCC manages all contractual issues and financial administration.

Information Gathering

Canadian supplier assesses whether they meet the requirements of the DoD program or the solicitation. CCC provides information on acquisition process, regulations and policies.

Response to **U.S. DoD Solicitation**

Canadian supplier prepares and submits their proposal to the DoD buyer and copies CCC.

Contract Negotiations

CCC works with Canadian supplier and DoD buyer to negotiate a mutually beneficial contract

Celebrate Success

Close out of a successful project. Canadian supplier explores other potential opportunities with the DoD.

Supporting regulations for procurement from Canada

DFARS 225.870 Contracting with Canadian contractors.

DFARS 225.870-1b Canada is part of the defense industrial base.

DFARS 225.870-1a Contracts endorsed by and awarded through CCC have a Government of Canada guarantee of contract performance.

DFARS 225.870-4(a) Purchases from Canadian suppliers shall be made through CCC.

DFARS 225.872-1 Waiver of Buy American Act.

DFARS 215.403-1c-4C Waiver of requirements for cost and pricing data.

DFARS 252.225-7013 Duty Free Entry.

Delivering Canada to the World

We are Canada's government to government contracting agency

Since 1956, Canadian businesses have entrusted us to reliably partner to win contracts with the U.S. Department of Defense (DoD).

Acting as prime contractor, we simplify and expedite sales to foreign governments across a wide range of sectors including aerospace, defence and security, information and communications technology, cleantech and green energy, and public infrastructure, health and agri-food.

To learn more about how we support Canadian businesses to sell Canadian products and services to DoD, visit **ccc.ca**

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