

Faster procurements  
Better outcomes

# Buy from Canada

Canada's G2G brings  
Canadian businesses  
and government buyers  
together in successful  
commercial contracts



# CCC helps governments around the world source and acquire customized Canadian solutions in many sectors

## International Prime Contractor: Canada's G2G

Because some procurements must be delivered successfully. Guaranteed.

To help foreign government buyers meet their complex, politically sensitive, and critical procurement needs, CCC offers a proven government to government (G2G) service to purchase solutions from Canada. Canada's G2G, called the International Prime Contractor service, offers collaborative project development, international contracting expertise, and a deep knowledge of Canadian capabilities.

Canada's G2G builds trusted commercial relationships between government buyers and Canadian businesses, de-risks public procurement and delivers positive project outcomes.

## Why Governments Choose Canada's G2G

### De-risk the procurement process

We remove contract performance risk with our proven G2G contracting model, vendor due diligence, and government guarantee of contract performance.

### Faster and better procurement

We satisfy priority needs with unsolicited proposals from qualified Canadian suppliers. We welcome value for money assessments on our proposals.

### Attract sources of financing

We bring a proven track record of successfully delivered public sector projects and a network of commercial banks to attract project financing.

### Building our shared bilateral relationship

Each G2G contract is an opportunity to deepen our trade relationship and builds meaningful ties between our governments.

<b>\$903.8</b> MILLION in new G2G contracts via International Prime Contractor between 2022-2023	<b>\$641.4</b> MILLION Agriculture	<b>\$182.8</b> MILLION ICT
	<b>\$3.4</b> MILLION Defence	<b>\$70.2</b> MILLION Aerospace

## How CCC builds successful G2G contracts



### Ministries and departments that CCC supports through government to government contracting includes:

**Ministries responsible for major public infrastructure** for whom the urgency of the acquisition, the risk of a failed tender or the risk of bribery and corruption are sufficient to make the case for an alternative approach to tendering the project competitively.

**Ministries responsible for national security or defence** for whom competitive tendering is not feasible for urgent or national security reasons and are willing to exercise the national security exception to competitive tendering.

**State-owned enterprises and sub-national governmental entities** that are looking to scale up or transform the delivery of public services and require expertise and technology unavailable in their domestic supply base.



# 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 green energy, and public infrastructure.

To learn more about how we support government buyers around the world to purchase Canadian products and expertise, visit [ccc.ca](http://ccc.ca)

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## Contact CCC

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| **Canada**

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