

Levelled playing field  
Assured market access

# Sell to the U.S. DoD

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



# We advocate to maintain the integrated Canada-U.S. defence industrial base and help Canadian businesses navigate and win in the complex DoD procurement market

## Canada's G2G for DoD

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**

Enhance DoD access to products and services from Canadian industry.

### **Reduce barriers to the contracting process**

Enable Canadian businesses to sell their products and services to DoD.

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Our government to government (G2G) contracting service provides Canadian businesses with the expertise and support they need to sell their products and services to the U.S. military.

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## Advantages of Canada's G2G

### **Be seen as a domestic supplier like a U.S. firm**

Canadian companies are treated as domestic sources of supply, thereby giving your proposals equal consideration as U.S. firms.

### **Gain credibility from our endorsement of your proposal**

We review your technical and financial proposal and perform a complete due diligence review to provide a Government of Canada endorsement of your proposal.

### **Get help to interpret tender documents**

We answer your questions about DoD solicitations, help you interpret their documents and help you navigate to successful contract wins.

### **Simplify cost and pricing accounting**

We certify that your price aligns with Canadian government cost and profit policy which eliminates the need to present cost and pricing data that conforms with U.S. accounting standards.

### **Get more support and advocacy**

Leveraging our decades of experience, we help you find solutions to disputes or export challenges to ensure successful contract delivery.

## How CCC builds successful G2G contracts



## 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.

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, clean-  
tech 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](http://ccc.ca)

## Contact CCC

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