

Canadian Commercial Corporation

**Joint IC-DFATD-CCC Panel on the Implementation
of the DPS**

**Industrial Participation Symposium
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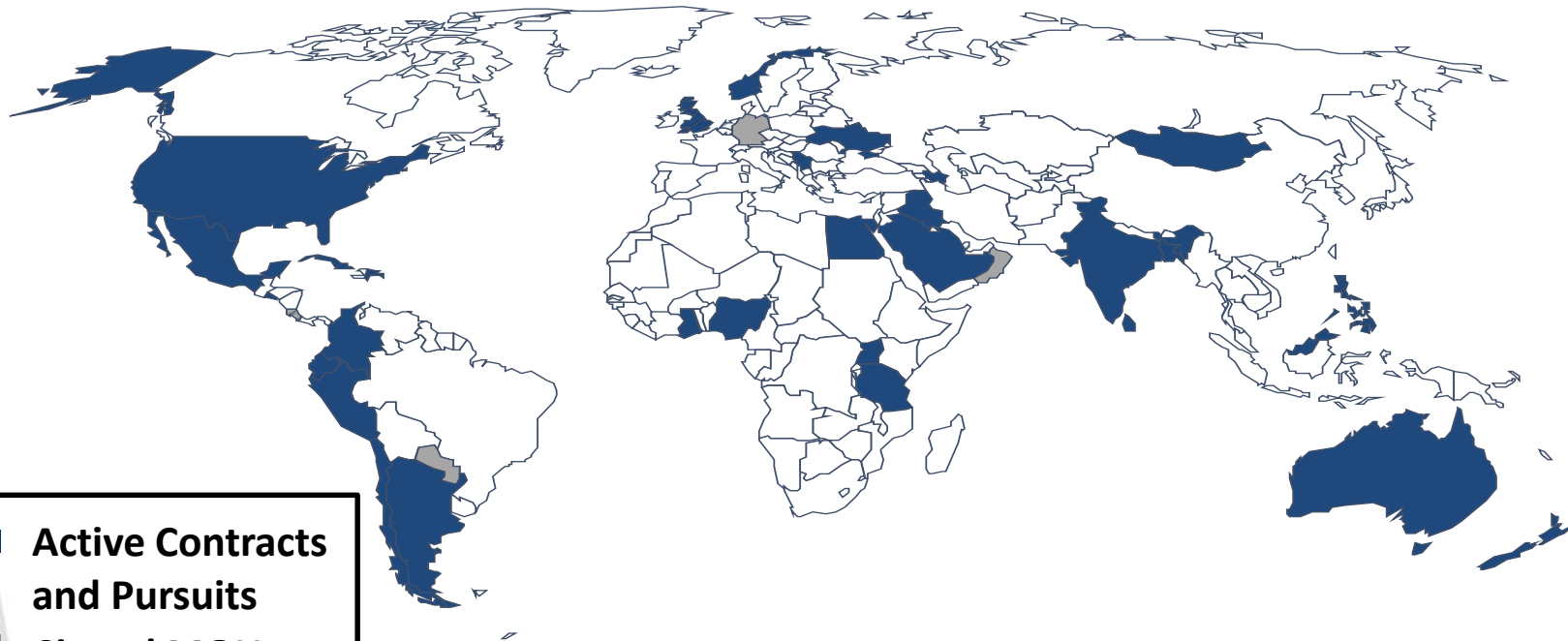


CCC Mandate and Mission

- **Mandate:** CCC is a Crown corporation established in 1946 for the purpose of assisting in the development of trade between Canada and other nations.
- **Mission:** CCC supports the development of trade by helping Canadian exporters access government procurement markets of other nations through government to government (G to G) contracting.
- **Commitment to Our Clients:** CCC is committed to being a trusted partner for acquisitions from Canada on a G to G basis. CCC offers its contracting services where access, risk mitigation and competitiveness benefit from a G to G arrangement.
- **Role As Prime Contractor:** CCC takes the role as prime contractor and offers a Government of Canada guarantee of contract performance. Contracts signed by CCC have the legal effect of being signed in the name of the Government of Canada.



CCC Engagement Worldwide



- Active Contracts and Pursuits
- Signed MOUs



CCC Country Strategy

Creating Opportunities for Canadian Companies

Tier 1

- Saudi Arabia
- Kuwait
- UAE
- Mexico
- Peru
- Colombia

Tier 2

- Philippines
- Qatar
- Oman
- Chile

Tier 3

- Bahrain
- Norway
- Argentina
- Malaysia



Trends Affecting Global Defence Expenditure

- Global defence spending reached \$1.7 trillion in 2013
- World's top 15 spenders account for \$1.4 billion
- Developed nations strategically reducing defence expenditures
- Rise of international terrorism
- Organized crime creating global networks for illicit activity
- Increasing competition for defence business



What this Means for Canadian Companies

- Looking to non-traditional markets for opportunities
- Rapid acceleration of Middle East defence budgets
- Exploring opportunities in Latin America, Central America and the Caribbean
- Exploring opportunities in South East Asia
- US DoD remains important – over \$500 million annual sales
- Opportunities for modernization, repair and overhaul
- Significant demand for niche technologies



All of Government Approach to Support Defence Exports

- DND supporting defence trade promotion
- DFATD working toward streamlined export controls
- Using economic diplomacy to position Canadian companies for export wins
- Building relationships with foreign governments
- Exercising an all of government approach to participation at international trade shows



All of Government Approach to Support Defence Exports

CCC's Activities Include:

- Promoting foreign defence officials' visits to Canada
- Building relationships and influence with foreign governments
- Focusing existing resources on key trade shows
- Increasing pursuit of MOUs with governments to open up government procurement markets



CCC Relationships

	MOD	MOI	Navy	Army	Air Force	National Police	Coast Guard
Bahrain	X						
Kuwait	X						
Oman	X	X					
Qatar	X						
Saudi Arabia	Royal Guard National Guard	X			X		
Argentina	X					X	
Chile	X						
Colombia	X		X			X	
Mexico			X		X		
Peru			X	X	X		
Australia	X						
Malaysia	X						X
New Zealand	X						
Philippines	X						X
Norway	X						



Conclusion

Let's explore working together

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