Beyond Defence:
Securing opportunities for all kinds of Canadian businesses with the U.S. Department of Defense
Opportunities with the U.S. DoD:

Looking to grow your business?

Every year, the U.S. Department of Defense carefully selects contract partners to help keep its military forces armed, equipped and ready to defend the United States, spending billions of dollars annually. But doing business with the U.S. DoD isn't just for American companies. Nor is it just for large defence contractors. It's a unique opportunity for Canadian small and medium businesses — and making it happen may be less complicated than you think.

Canadian Commercial Corporation (CCC) has worked closely with the U.S. Department of Defense (U.S. DoD) for more than 65 years to strengthen the North American defence industrial base and meet the needs of the U.S. military. This work we do, under the Canada-U.S. Defence Production Sharing Agreement (DPSA), ensures Canadian companies have almost full access to U.S. military procurement opportunities. We are embedded in the U.S. Defense Federal Acquisition Regulation Supplement (DFARS 225.870) to act as the prime contractor for Canadian exporters accessing U.S. DoD contracts.

The U.S. DoD:

- Spent $365 billion with its contractors in 2018
- Buys from a broad range of companies
- May offer other opportunities for Canadian firms
- Spends in a variety of traditional and non-traditional areas
- Is expected to increase spending in the years to come

Canadian companies:

- Enjoy unique advantages and special market access over other firms
- Can showcase new technology
- Can identify U.S. DoD priorities and related events
- Can learn about DoD Contracting Commands

When you are ready, you:

- Can follow our step-by-step guide for preparing to do business with the U.S. DoD
- Access specialized additional resources
- Get started now

Disclaimer 2021: This information is to be considered solely as a guide and should not be quoted as, or considered to be, a legal authority. It may become obsolete in whole or in part at any time without notice.
Doing business with the U.S. DoD is good business

The U.S. DoD spends billions of dollars on contracts with suppliers each year. The annual amount has steadily increased, reaching $364.5 billion (USD) in 2018. That's a billion dollars spent with its suppliers every single day — creating a lot of opportunity for businesses with something to offer.

Total defence spending by nation 2019

<table>
<thead>
<tr>
<th>Country</th>
<th>Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>$731.8B</td>
</tr>
<tr>
<td>China</td>
<td>$261.0B</td>
</tr>
<tr>
<td>India</td>
<td>$71.1B</td>
</tr>
<tr>
<td>Russia</td>
<td>$65.1B</td>
</tr>
<tr>
<td>Saudi Arabia</td>
<td>$61.8B</td>
</tr>
<tr>
<td>France</td>
<td>$50.1B</td>
</tr>
<tr>
<td>Germany</td>
<td>$49.3B</td>
</tr>
<tr>
<td>UK</td>
<td>$48.7B</td>
</tr>
<tr>
<td>Japan</td>
<td>$47.6B</td>
</tr>
<tr>
<td>South Korea</td>
<td>$43.9B</td>
</tr>
<tr>
<td>Brazil</td>
<td>$26.9B</td>
</tr>
<tr>
<td>Italy</td>
<td>$26.8B</td>
</tr>
<tr>
<td>Australia</td>
<td>$25.9B</td>
</tr>
<tr>
<td>Canada</td>
<td>$22.2B</td>
</tr>
<tr>
<td>Israel</td>
<td>$20.5B</td>
</tr>
<tr>
<td>Brazil</td>
<td>$26.9B</td>
</tr>
<tr>
<td>Italy</td>
<td>$26.8B</td>
</tr>
<tr>
<td>Australia</td>
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<tr>
<td>Canada</td>
<td>$22.2B</td>
</tr>
<tr>
<td>Israel</td>
<td>$20.5B</td>
</tr>
</tbody>
</table>

U.S. DoD annual contract spend

<table>
<thead>
<tr>
<th>YEAR</th>
<th>DOD SPEND</th>
<th>ROUGHLY THE GDP OF...</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>$291B</td>
<td>Finland</td>
</tr>
<tr>
<td>2016</td>
<td>$313B</td>
<td>Portugal</td>
</tr>
<tr>
<td>2017</td>
<td>$331B</td>
<td>Israel</td>
</tr>
<tr>
<td>2018</td>
<td>$365B</td>
<td>Norway</td>
</tr>
</tbody>
</table>

This data includes only money spent directly on contracts. It does not include ongoing costs such as salaries and overhead including in the total defence spend graphic at left.

"Defense contract obligations increased from $331.1 billion in FY 2017 to $364.5 billion in FY 2018, a 10 percent increase."

— CENTER FOR STRATEGIC & INTERNATIONAL STUDIES

+ SOURCES: OECD and Center for Strategic and International Studies

+ SOURCE: Stockholm International Peace Research Institute
Top spending areas from the years 2016—2020

This chart depicts the relative amounts spent by the U.S. DoD on contracts from all countries within the top categories.

- Military armored vehicle, tank, and tank component manufacturing $1,423M
- Engineering Services $1,359M
- Aircraft Manufacturing $1,043M
- Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing $893M
- Other Aircraft Parts and Auxiliary Equipment Manufacturing $735M
- Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology) $664M
- Commercial and Institutional Building Construction $466M
- Petroleum Refineries $353M
- Administrative Management and General Management Consulting Services $302M
- Other Computer Related Services $296M
- Ammunition (except Small Arms) Manufacturing $284M
- Facilities Support Services $256M
- Aircraft Engine and Engine Parts Manufacturing $250M
- Guided Missile and Space Vehicle Manufacturing $225M
- Fruit and Vegetable Canning $211M
- Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing $173M
Industry spotlight: Internet of Things (IoT)

The DoD is the nation’s single largest energy user and holds the largest portfolio of facilities in the United States. That makes it a prime candidate for trying to create efficiencies using IoT applications.

According to Deloitte Insights, “A pilot study implementing IoT solutions at Great Lakes Naval Station combined real-world weather data, energy consumption, comfort thresholds, and data collected from buildings into a machine-learning algorithm designed to reduce energy consumption.”

And it doesn’t end there. The U.S. military is using IoT applications to better prepare its forces. “With information so central to all activities, the military is naturally hungry for technology or tools that improve communication, routing, or processing of information.” That includes everything from giving commanders better awareness of the environment when in battle to improving communication between soldiers.

Even if you don’t want to become a contractor yourself, the U.S. DoD actively encourages firms it works with to look for subcontracting opportunities. The secondary market for subcontractors is very large — regardless of your product or service.

+ SOURCE: Deloitte Insights
The U.S. DoD buys extensively from Canadian firms

The U.S. DoD doesn’t just award contracts to suppliers based in the United States — it also works extensively with a wide variety of Canadian businesses, from manufacturing and technology to transportation and R&D. In total, defence export sales to the U.S in 2018 from Canada were approximately $2 billion CAD.

$2.6B CAD
DEFENCE EXPORT SALES TO THE U.S FROM CANADA IN 2018

Top spending in all areas with Canadian firms in 2016—2020

$506M
Search, detection, navigation, guidance, aeronautical, and nautical system and instrument manufacturing

$263M
Other aircraft parts and auxiliary equipment manufacturing

$85M
Nonscheduled chartered passenger air transportation

$72M
Pharmaceutical preparation manufacturing

$61M
Aircraft manufacturing

$60M
Small arms ammunition manufacturing

$60M
Aircraft engine and engine parts manufacturing

$48M
Explosives manufacturing

$47M
Petroleum refineries

+SOURCES: Statistical Overview of Canada’s Defence Industry in 2018 and fpds.gov
<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Radio and television broadcasting and wireless communications equipment</td>
<td>$46M</td>
<td>Manufacturing</td>
</tr>
<tr>
<td>Military armored vehicle, tank, and tank component manufacturing</td>
<td>$45M</td>
<td></td>
</tr>
<tr>
<td>Ammunition (except small arms) manufacturing</td>
<td>$45M</td>
<td></td>
</tr>
<tr>
<td>Other computer related services</td>
<td>$39M</td>
<td></td>
</tr>
<tr>
<td>Overhead traveling crane, hoist, and monorail system manufacturing</td>
<td>$39M</td>
<td></td>
</tr>
<tr>
<td>Research and development in the physical, engineering, and life sciences</td>
<td>$36M</td>
<td>(except biotechnology)</td>
</tr>
<tr>
<td>Surgical and medical instrument manufacturing</td>
<td>$35M</td>
<td></td>
</tr>
<tr>
<td>All other miscellaneous fabricated metal product manufacturing</td>
<td>$33M</td>
<td></td>
</tr>
<tr>
<td>Other computer related services</td>
<td>$31M</td>
<td></td>
</tr>
<tr>
<td>Telephone apparatus manufacturing</td>
<td>$27M</td>
<td></td>
</tr>
<tr>
<td>Guided missile and space vehicle propulsion unit and propulsion unit parts</td>
<td>$22M</td>
<td>manufacturing</td>
</tr>
</tbody>
</table>

Data above is in USD and includes only money spent on DoD contracts and does not account for overall spend (including salaries, overhead etc.).

+ SOURCE: fpds.gov
Future outlook favourable for Canadian businesses

The U.S. DoD has spent extensively in past years, and that’s likely to increase in the coming years — creating new opportunities for suppliers in key priority areas.

Projected 2021 spending for priority areas

- **Air**: $56.9B
- **Maritime**: $32.3B
- **Missile Defeat and Defence**: $20.3B
- **Cyber**: $9.8B
- **Land**: $13B
- **Nuclear Enterprise**: $17.7B
- **Special Ops Forces**: $3B
- **Space**: $18B

**DID YOU KNOW?**

The U.S. DoD is making a major investment in clean energy. It planned to invest $1.6 billion in research, testing, development and evaluation of energy innovation.

*Source: Information Technology and Innovation Foundation*
The door is open for Canadian contractors in other areas

The U.S. DoD has contracts in place across a variety of spending areas, some of which Canadian businesses are well-equipped to compete in.

Examples of products and services that are not traditionally in the defence sector

- Shoe stores
- Other motor vehicle parts manufacturing
- Footwear manufacturing
- Software publishers
- Bolt, nut, screw, rivet, and washer manufacturing
- Environmental consulting services
- Office furniture (except wood) manufacturing
- Wood office furniture manufacturing

DID YOU KNOW?

In many cases the U.S. DoD will choose the lowest-cost option. But it’s not all about cost — the U.S. DoD can choose to pay more for better options. The “tradeoff” source selection “allows the U.S. government to trade low price for quality. The government can pay more to a contractor with a more attractive technical approach.”

+ SOURCE: Trade Commissioner

### Categories of spending 2017

- **Goods**
  - e.g.: Fire control equipment, ammunitions and explosives, guided missiles
  - **41%**

- **Services**
  - e.g.: Education/training, installation of equipment, medical, IT and Telecommunications
  - **51%**

- **Research and development**
  - e.g.: Grants to universities
  - **08%**

Canadian firms enjoy advantages

Canadian firms have a number of advantages over competitors from other countries. These include:

1. **U.S. DoD Instruction 2035.01 Equal to Your U.S. Competitors**
   Know that you are treated the same as your U.S. competitors — the U.S. DoD sees Canadian companies as equal and valuable participants in the North American industrial base and treats your bids like American bids.

2. **DFARS 225.872-1 Buy American Act is Waived**
   Know that you have the Buy American Act waived because of the Canada-U.S. Defence Production Sharing Agreement.

   Know that you can get duty-free entry of Canadian supplies being delivered to the U.S. DoD.

4. **Export Permits Not Normally Required**
   Know that you normally won’t need an Export Permit from the Canadian Government for goods delivered for use of the U.S. DoD.

5. **DFARS 225.870-8 Reciprocal Industrial Security Agreements**
   Know that you can have your site and your employee security clearances from Public Services and Procurement Canada recognized by U.S. DoD.

6. **DFARS 225.801-1 CCC is the Canadian Prime Contractor to U.S. DoD**
   Know that you will work with CCC as a Prime Contractor for all contracts over the Simplified Acquisition Threshold (USD $250,000).

How can CCC help me win U.S. DoD contracts?

As Prime Contractor, CCC endorses the Canadian proposal, issues a subcontract to the Canadian supplier whose proposal was selected for award and administers the contract.

Military acquisitions from Canada through CCC provides the U.S. DoD with the assurance, backed by the Government of Canada, that the contract will be fulfilled in accordance with its terms and conditions.

CCC is specifically referenced in the U.S. Defense Federal Acquisition Regulation Supplement giving Canadian companies a unique channel to access to the largest defence market in the world.

For over 65 years, CCC has worked closely with U.S. DoD to support and strengthen the integrated North American defence industrial base.

**DID YOU KNOW?**

The U.S. DoD wants to broaden its North American supply base — it wants to find and work with reliable Canadian companies. Under the Canada-U.S. Defence Production Sharing Agreement (DPSA), Canadian companies have almost full access to U.S. military procurement opportunities.

*Source: Government of Canada*
You can showcase new Canadian technology through the FCT program

The Foreign Comparative Testing (FCT) program tests items and technologies from companies outside of the U.S. that have a high Technology Readiness Level (TRL). The program is designed to respond to emerging defence requirements quickly and economically.

**Artificial Intelligence:** U.S. DoD are evaluating which processes and procedures can be enabled via adoption of AI technology to meet warfighter needs and Defense priorities.

**Biotechnology:** Most current biotech research focuses on agent detection, vaccines, and treatment. Future advances of interest include improving the protection of both the general public and military personnel from biological agents, among numerous other potential applications.

**Autonomy:** Autonomy extends and complements human capabilities with persistence, size, speed, maneuverability, and reduced risk to human life.

**Cyber:** Cyber is a unique operational domain with significant security challenges and potential leap-ahead capabilities for military operations requiring enhanced command, control and situational awareness, and autonomous operations.

**Directed Energy:** High Energy Laser (HEL) technology development and advancements in hardware are making laser weapon systems increasingly viable.

**Hypersonics:** Hypersonic weapons travel five or more times the speed of sound with very quick response, high speed, highly maneuverable, difficult to find and track and kill.

**Space:** Adversary capabilities and advancements require U.S. DoD to move quickly to a more defendable and resilient space posture. Added protection and resiliency to our current spacecraft fleet is essential.

**5G:** 5G prototyping and experimentation will be conducted in collaboration with the defense industry and commercial suppliers to accelerate U.S. prominence in the 5G global ecosystem through partnering with allies.

Learn more at the [Office of the Secretary of Defense (OSD) website](https://www.acq.osd.mil/)

*SOURCE:* [Foreign Comparative Testing Program](https://www.acq.osd.mil/)


Decentralized Procurement: Contracting Commands and What They Buy

The defence procurement process in the United States is managed by the Department of Defense (DoD). The Defense Logistics Agency (DLA) manages the global supply chain — from raw materials to end user to disposition — for the Army, Navy, Air Force, Marine Corps, Space Force, Coast Guard, 11 combatant commands, other federal agencies, and partner and allied nations.

Each individual armed service executes its own defence procurement and is supported by distinct procurement offices. The Office of the Assistant Secretary of the Navy for Research, Development and Acquisition, for example, is responsible for U.S. Navy and U.S. Marine Corps procurement functions and programs; the Office of the Assistant Secretary of the Army for Acquisition, Logistics and Technology is responsible for those of the U.S. Army; the Office of the Assistant Secretary of the Air Force for Acquisition is responsible for those of the U.S. Air Force; and the United States Coast Guard Acquisition Directorate is responsible for those of the U.S. Coast Guard. Each of these offices, in turn, operates a range of sub organizations that specialize in specific fields of procurement, such as research and development, the acquisition of weapon systems and military equipment, the acquirement of infrastructures, the purchase of commercial products, and the provision of support services.

A number of DoD agencies also act as purchasing organizations. One of the most important is the Defense Logistics Agency, which is responsible for furnishing many of the supplies and services used by U.S. military forces, including food, fuel, medical supplies, and spare parts. Other DoD agencies involved in defence procurement include the Defense Advanced Research Projects Agency (DARPA), which is the central research and development agency for the DoD, as well as the National Security Agency (NSA), which conducts intelligence, cryptology and information security.

DLA Disposition Services

Defense Logistics Agency Troop Support provides U.S. service members with food, clothing, textiles, medicines, medical equipment, construction supplies and equipment, and repair parts for major weapons systems. They also support other federal agencies, and humanitarian and disaster relief efforts around the world.

For more information, consult:

- The Assistant Secretary of the Navy, Research, Development and Acquisition
- The Office of the Assistant Secretary of the Army for Acquisition, Logistics and Technology
- The Office of the Assistant Secretary of the Air Force (Acquisition)
- The United States Coast Guard Acquisition Directorate
- National Security Agency (NSA), “About NSA”
- Defense Innovation Unit
Prepare for doing business with the U.S. DoD:

A step by step guide

1. Identify your product or service
2. Get a NATO Contractor and Government Entity (NCAGE) code
3. Get a Data Universal Numbering System (DUNS) number and register in the System for Award Management (SAM)
4. Identify current U.S. DoD procurement opportunities
5. Build awareness of your product or service
6. Familiarize yourself with DoD contracting regulations and procedures

BASIC STEPS EVERY COMPANY MUST TAKE BEFORE THEY ARE ABLE TO CONTRACT IN THIS MARKETPLACE.
Identify your product or service

The first step is to know the Federal Supply Class or Service (FSC/SVC) codes, the Product Service Codes (PSCs) and North American Industry Classification System (NAICS) codes for your products, services or industry in which your organization normally does business.

1. Get your FSC/SVC codes
2. Find your PSC. Select the PSC Manual.
3. Get your NAICS codes

TIMEFRAME: Minutes. These are simple look-ups to identify your numbers.

Get a NATO Contractor and Government Entity (NCAGE) code

The NCAGE Code (for foreign vendors) is a required piece of data for registering in SAM.

Get your NCAGE code

1. Entities can register with the NATO Support and Procurement Agency (NSPA) by using the NATO Codification Tool webpage to request a NCAGE code by selecting the CAGE/NCAGE Code Request link.

2. Check to see if a NCAGE code is already assigned to the company.

3. If the search does not result in a match to an existing NCAGE code:
   • Click [Request New] button in the bottom right hand corner of the screen.
   • Follow the directions to obtain an NCAGE code.
   • Submit the request. A validation email message is sent to the POC in the NCAGE Request for confirmation.

4. Confirm the NCAGE request by clicking on the link embedded in the email. NSPA will assign an NCAGE or forward the request to the applicable National Codification Bureau (NCB) if the entity is located in a NATO (including the U.S.) or Tier 2 nation. NSPA assigns for all other entities NOT located in NATO or Tier 2 nations.

Validate Your NCAGE Code

1. When the NCAGE code is assigned, an email message will be sent to the entity POC in the NCAGE Request.

2. The new NCAGE code information is validated by logging into the NSPA web portal.
   • Click on the tab labelled CAGE/NCAGE Code Request.
   • Enter the NCAGE code in the first screen, click the Enter key.
   • At the bottom of the screen, a Results box will display. Click on the line of the entity/organization.
3. NSPA and the appropriate country’s NCBs will forward all NCAGE code information to the U.S. CAGE Program Office. Depending on the assigned country, the data transmission to the U.S. CAGE Program Office will vary from daily/weekly/monthly/bi-monthly/annually based on their internal procedures for transmission to all AC/135 nations.

4. If the NCAGe code is not assigned by NSPA or National Codification Bureau (NCB) then the company entity POC will be contacted by email/letter from NSPA or NCB.

5. Entity POC should contact applicable NSPA or NCB indicated in the Annex of the instruction link at NSPA.

6. Scroll down the page to Annex section and contact the NCAGE POC for the nation where the entity is physically located.

**Validate Your Information in CSI**

1. Once the NCAGE is received in the CAGE Program Office, the NCAGE code is displayed in CAGE Search and Inquiry (CSI — formerly Business Identification Number Cross Reference System (BINCS)).

2. The entity/organization’s Legal Business Name and Physical Address must match exactly with NSPA, CSI, D&B and SAM.

3. Access CSI to confirm the NCAGE code data.

4. If the NCAGE does not display in CSI but IS located in the CAGE/NCAGE Code Request, contact the DLA Contact Center reporting this discrepancy.

5. If all information is current in CSI and CAGE/NCAGE Code Request, proceed to obtain a DUNS number.

**TIMEFRAME:** CSI is updated after CAGE Program Office has received and processed the NCAGE data which may be up to 10 business days.

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**CAGE Program Validation Based on SAM Registration with NCAGE**

1. The CAGE Program is the last step for reviewing and validating the SAM registration with an NCAGE.

2. If you received a “Failed CAGE Validation” notification, check NSPA, D&B, SAM, and CSI and query to ensure the Legal Business Name and the Physical Address both match exactly. Then:
   - If corrections are required in the NCAGE data, submit an update request through CAGE/NCAGE CodeRequest.
   - If corrections are required with D&B, use the web form.
   - If D&B is updated, the SAM registration must accept the D&B data to update the LBN and the Physical Address.
   - If corrections are required with CSI, contact DLA Contact Center.
   - The registration will not be processed until the information in the registration is corrected and resubmitted in SAM.

**TIMEFRAME:** Allow 10 business days from the date of SAM submission for the Cage Program Office validation process to be completed.
You must register your Entity (business, individual, or government agency) to do business with the Federal Government.

**Get your DUNS Number**

1. Register with Dun & Bradstreet (D&B) to obtain the Data Universal Numbering System (DUNS) number by accessing the web form.

2. Ensure the entity’s Legal Business Name and Physical Address match exactly with what was registered for the NCAGE code by logging into the NSPA web portal and using the search option.

**TIMEFRAME:** Allow 1 to 2 business days to obtain the international DUNS number.

**Register in the System for Award Management (SAM)**

A DUNS Number and SAM registration are prerequisites for any contract award. After obtaining a DUNS number, you should register in the System for Award Management (SAM) for contracts at www.sam.gov. SAM is the Official U.S. Government system that consolidated the capabilities of the Central Contractor Registration (CCR), ORCA, and EPLS. It is a database designed to hold information relevant to procurement and financial transactions. SAM affords you the opportunity for fast electronic payment of your invoices. Entities may register at no cost directly from the Website. User guides and webinars are available under the Help tab.

**Get registered with SAM**

1. You **must** have the NCAGE code and the DUNS number before registering in SAM.

2. Follow the quick guide for international registrations at SAM.gov for registrants who are physically located outside the U.S. and its territories.

3. Foreign vendors are **NOT** required to enter tax identification numbers (TIN) in SAM.

4. If the registration is successfully submitted in SAM with the NCAGE code, an email confirmation will be sent to the authorized administrator user(s) of the entity/organization and the SAM status will be updated to “Pending CAGE Validation”.

5. **NOTE:** If the registration is not complete at SAM, the status will indicate “Draft” until the Core Data section is complete. “Work in Progress” indicates that Core Data is not complete. Log into SAM and check the SAM Status Tracker to check the status. The checkmarks on the left navigation menu or error messages at the top of the page will indicate what is required to complete the registration process. Refer to Appendix 2. A SAM Status Tracker.
Identify current U.S. DoD procurement opportunities

Visit beta.SAM.gov

Visit [beta.SAM.gov](https://beta.SAM.gov) and register at the website to be notified of newly posted opportunities in your industries. This is the official website that allows the private sector to electronically access government-wide procurement opportunities. It provides a comprehensive database of all major government solicitations, contract awards over USD $25,000, subcontracting opportunities, surplus property sales, and foreign business opportunities with the federal government. Go to the Learning Centre section in the top menu and learn the details.

Visit FedMall

FedMall is an eCommerce ordering system for DoD, Federal, State, and authorized local Agencies to search for and acquire products from government reserves and commercial sources — providing access to over 29 million individual items of supply. The FedMall website provides information on how to become a supplier for FedMall. Suppliers are able sell on FedMall without a contract through FedMall MarketPlace, using a GSA Schedule, and/or a FedMall awarded contract through the Defense Logistics Agency (DLA) Contract Support Office (DSCO).

Check individual websites

Many agencies, military departments and contracting offices also have procurement Websites. Check the individual sites for other possible sources of information.

Global Bid Opportunity Finder

The Global Bid Opportunity Finder is a web application that takes more than 240,000+ opportunities from over 195 countries and 25+ websites and brings them together in one regularly updated, easy-to-understand place.

It also translates them into English and French for Canadians so that language is never a barrier to finding opportunities internationally.
Build awareness of your product or service

U.S. DOD MODERNIZATION PRIORITIES
Companies that have products in these focus areas will have the highest chance of securing a meeting:

- Autonomy
- Hypersonic
- Artificial Intelligence
- Space Capabilities
- Cyber (operational domain)
- Biotechnology
- Directed Energy
- 5G Connectivity

Visit their website for a complete list of The National Defense Industrial Association’s Calendar of Events. Contact the Trade Commissioner Service and speak with a Trade Commissioner operating in the region closest to your target buyer(s).

To keep up with all the latest industry events, follow us on social media

+ SOURCE: Under Secretary of Defense for Research and Engineering CTO
Familiarize yourself with DoD contracting regulations and procedures

The Federal Acquisition Regulations (FAR) is the manual of U.S. Government contracting. Above and beyond the FAR, some U.S. Government departments and agencies have supplemental regulations. In the case of the U.S. DoD, it has the Defense Federal Acquisition Regulation Supplement (DFARS). These specific regulations are based upon U.S. DoD policy and/or U.S. law.

A complement to the DFARS is the Procedures, Guidance, and Information (PGI). The PGI will help you to understand the DFARS. The Defense Pricing and Contracting (DPC) (DPAP) is the U.S. DoD authority for contracting and procurement policy.

**U.S. DoD cybersecurity standards**

Cyber hygiene is a major area of focus for the US DoD (and US government writ large). Effective 2020, the DoD issued new rules for certain contracts involving DoD Controlled Unclassified Information (CUI), effectively requiring demonstrated and verifiable compliance with cyber standard NIST SP 800-171. Furthermore, the DoD is rolling out implementation of its new Cyber Security Maturity Model (CMMC) framework that will be a requirement of all DoD requests for proposals effective 2026.

**Will you be dealing with militarily critical technical data?**

Canadian and American contractors must be certified by the Joint Certification Program to bid and work on contracts and conduct research requiring access to militarily critical technical data.

Get certified through Public Services and Procurement Canada’s Joint Certification Program.

In order to comply with technical data control regulations and be able to examine, possess or transfer controlled goods in Canada, you also need to register with the Controlled Goods Program (CGP).
Ready to prepare a proposal for an opportunity?

Get accessible, reliable advice from the CCC

Whether your company is looking to explore sales to U.S. DoD or you are actively preparing proposals in response to U.S. DoD solicitations, CCC can provide advice on how the process works, can review the solicitation and help interpret the U.S. DoD documents to improve your chances on winning the bid.

Learn more about:

- The U.S. DoD regulations that put you on an equal footing with your U.S. competitors.
- The process for preparing your proposal and submitting it with Canadian Government (CCC) endorsement to the U.S. DoD.
- How to have CCC advocate for you with your U.S. DoD buyer to ensure they understand the regulations and you have access to bid opportunities.

CCC Endorsement of the Proposal to U.S. DoD

CCC will need to review your technical and financial proposal and your company’s audited financial statements to complete its due diligence before endorsing your proposal to U.S. DoD. CCC manages its risk by assessing the managerial, technical and financial strength of your company to perform the work of each solicitation you intend to bid on.

If you know the U.S. DoD solicitation you intend to bid on, please contact CCC at info@ccc.ca.

DID YOU KNOW?

Each year, the CCC awards close to $1 billion in contracts with the U.S. DoD and is currently managing approximately $5 billion worth of contracts internationally.
Ready to pursue a contract?

Access the U.S. Department of Defense through the Government of Canada.

Each year the Canadian Commercial Corporation (CCC) contracts for and manages approximately $1 billion in contracts with Canadian companies’ and the U.S. Department of Defense (U.S. DoD).

Whether your company is looking to explore sales to U.S. DoD or you are actively preparing proposals in response to U.S. DoD solicitations, CCC can provide advice on how the process works. Learn more about:

- Defence Production Sharing Agreement (DPSA)
- Federal Acquisition Regulation (FAR)
- Defense Federal Acquisition Regulation Supplement (DFARS)
- CCC’s role in U.S. DoD acquisition from Canada
- Understanding U.S. DoD solicitations
- CCC’s due diligence and price certification to secure endorsement

If you are ready to pursue a foreign government contract, we are ready to help. Contact us directly at 1-800-748-8191 or info@ccc.ca to find out how.

Learn more at www.ccc.ca.
Additional resources for Canadian businesses

Selling to the U.S. DoD isn’t easy. But that doesn’t mean you have to do it alone. In addition to CCC, there are resources you can use to move you further along your journey to becoming a vendor for one of United States government’s largest purchasers.

Global Affairs Canada

Global Affairs Canada provides information related to foreign affairs, international trade and development.

→ **Trade Commissioner Service (TCS):**

Helps Canadian companies navigate international markets — and that includes selling to the U.S. government. TCS has trade commissioners around the world and plenty of online resources to help you find answers. Start with a [Step-by-Step guide to exporting](#).

To find a trade commissioner near you in Canada, search by location and business sector through [Find a Trade Commissioner](#).

→ **MyTCS:**

An online platform offered by the TCS that provides you with access to market information and insight on business opportunities that match your specific business interests.

→ **CanExport:**

Provides up to $50 million over five years in direct financial support to Canadian SMEs seeking to develop new export opportunities, particularly in high-growth priority markets and sectors.

→ **The Canadian Business Women in International Trade (BWIT) Program:**

Provides targeted products and services to help women entrepreneurs expand their global footprint.

→ **Canadian Technology Accelerators (CTAs):**

Provide Canadian high growth, market-ready companies support to access global markets and entrepreneurship services within the information and communication technologies, life sciences and clean technologies sectors.

→ **Export Controls Online:**

Allows exporters to submit applications for export permits and certificates, as well as request amendments. [Export and Import Controls](#) provides up-to-date information on controlled products and how to obtain the necessary permits and certificates.

→ **TCS Regional Business Network:**

Provides on-the-ground client service across Canada.
Other government organizations

Public Services and Procurement Canada (PSPC):
Serve federal departments and agencies and their central purchasing agent. PSPC Industrial Security Sector (ISS) plays a critical role in administering the Controlled Goods Program (CGP). PSPC Price Services Support Sector (PSSS) assists with price certification and audits for U.S. DoD contracts at the request of CCC or the U.S. DoD.

Joint Certification Program (JCP):
Canadian and American contractors must be certified by the United States/Canada Joint Certification Program (JCP) to bid and work on contracts and conduct research requiring access to militarily critical technical data.

Export Development Canada (EDC):
Provides financing and insurance solutions locally and around the world to help Canadian companies of any size respond to international business opportunities.

The Business Development Bank of Canada (BDC):
Can help you meet your working capital needs through long-term financing and flexible repayment options.

The National Research Council’s Industrial Research Assistance Program (IRAP):
Provides innovation and funding services customized to your specific needs, helping you accelerate the growth of your business through innovation and technology.

The Agri-Food Trade Service (ATS) of Agriculture and Agri-Food Canada:
Provides a full range of market access, market development and investment services to Canadian agri-food companies.

Indigenous Services Canada:
Helps Aboriginal communities get the most from their economic development potential by investing in community readiness, entrepreneurs and businesses, land management, and strategic partnerships.

The Canada Business Network:
A government information service for businesses and start-up entrepreneurs in Canada. It’s intended to simplify access to various levels of government.

Innovation, Science and Economic Development Canada:
(ISED) works with Canadians in all areas of the economy and in all parts of the country to improve conditions for investment, enhance Canada’s innovation performance, increase Canada’s share of global trade and build a fair, efficient and competitive marketplace.

Statistics Canada:
Canada’s central statistical agency produces statistics and statistical reports on Canada’s population, resources, economy, society and culture.

The U.S. Commercial Service:
Has a range of useful research tools, including market reports and commercial guides related to world markets.

Defence industry

Canadian Association of Defence and Security Industries (CADS):
Dedicated to representing more than 900 defence and security companies, CADSI advocates on behalf of the defence industry and provides assistance for members to reach their goals.

Aerospace Industries Association of Canada (AIAC):
AIAC is a not-for-profit organization advocating on aerospace policy issues that have a direct impact on aerospace companies and aerospace jobs in Canada.