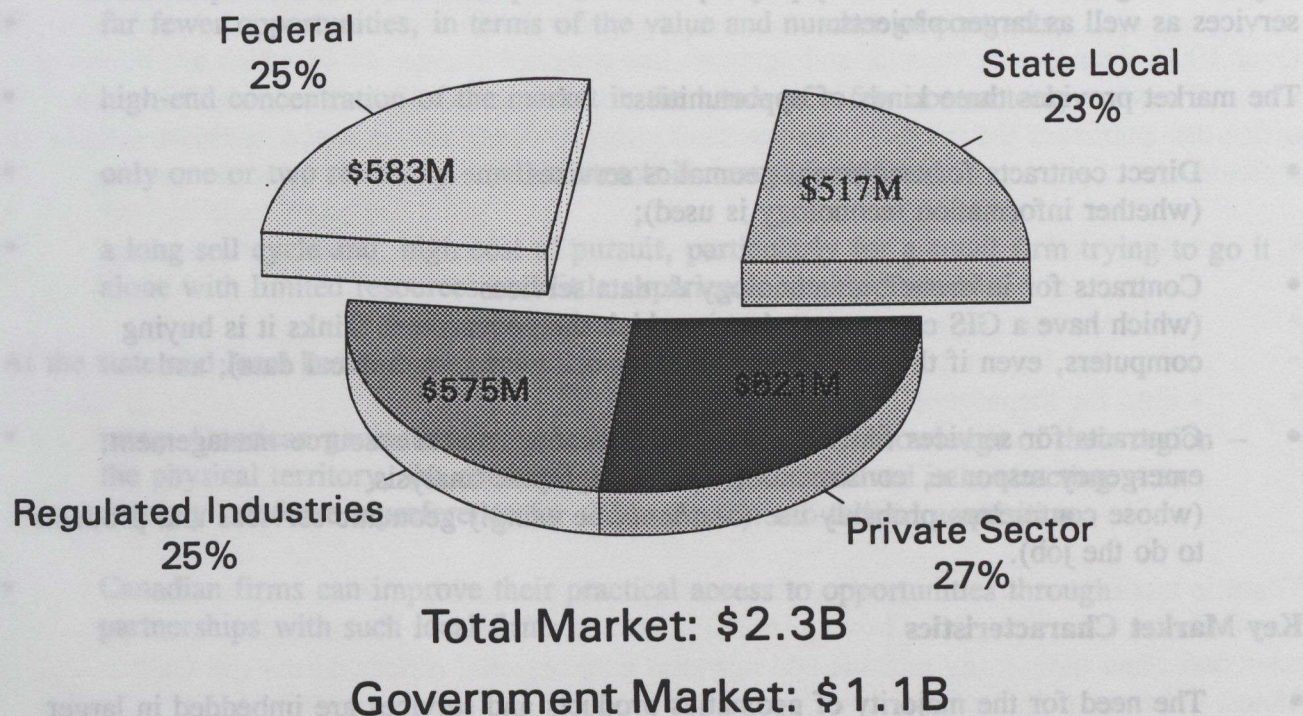


CHART 1

## U.S. GEOMATICS MARKET



Source: URISA '93

Despite the billion dollar figures discussed, pure market size estimates mean very little, particularly in the geomatics industry, where many firms are very specialized. The more important questions are how much of the available market can **Canadian geomatic firms** win and how much is being spent on what **they** offer?

The U.S. congress requires each buying agency to report both its budget and how it actually spends the money -- one contract at a time. Agencies have to report every contract action over \$25,000, and this information is on public record. The data for every contract includes:

- the name of the contractor;
- the buying agency;
- the amount of the award;
- the purchase office; and
- the class of product or service purchased.

The figures presented in this report are based on an analysis of those reports.