

ENTERING THE COLOMBIAN GEOMATICS MARKET

TABLE OF CONTENTS

INTRODUCTION	1
COLOMBIAN MARKET OVERVIEW	2
GEOMATICS MARKET OVERVIEW	
<i>Description, Size and Structure of the geomatics market</i>	2
A) Size and Structure of Colombian Geomatics Companies	3
B) Changing Strategy of Colombian Geomatics Companies	3
C) Remote Sensing	4
D) Geographic Information Systems (GIS)	5
E) Image Processing and Photogrammetric Mapping	5
F) Global Positioning Systems (GPS)	6
G) Consulting Services	6
<i>Key factors shaping future growth</i>	6
A) Projected growth	6
B) Domestic capacity	6
C) Pricing trends and practices	7
PUBLIC AND PRIVATE SECTOR CUSTOMERS	
<i>Selling to the government</i>	7
<i>Sectors where opportunities will emerge</i>	7
A) Oil & Gas	8
B) Transportation	9
C) Power Generation	10
D) Mining	10
E) Mapping and Cadastral Services	11
F) Environment	12
G) Agriculture	12
<i>IFI projects and infrastructure projects</i>	13
A) Upcoming Inter American Development Bank (IDB) funded Projects	13
a) Project: Gasaducto Transmetano	13