

Mr. Rivera speaks English fluently and was the founder of the company. He started operations in 1988 after he left CIAT. He was the director of CIAT, which is now under the direction of the Instituto Geografico Agustin Codazzi (IGAC). His company currently has 12 employees and represents the remote sensing services of SPOT for Colombia. He studied his post graduate degree in Holland at ITC (International Institute for Aerospace, Surveys and Air Sciences). He currently represents the GIS software package called ILWIS developed by ITC. He also provides consulting services and works together with other Colombian companies in bidding for certain contracts.

The main business the company is involved with is cartographic services and ecological studies. The company is also interested in getting involved in the mining sector and currently is working on a contract with Cerrometoso a South African mining company, which is 45% owned by the Colombian government. Also the company has a contract with a gold mining company called Colombia Resource Ltd. The contract is situated in the Caldas region of Colombia.

Mr. Rivera estimates that 80% of the company's business is provided by the public sector. In the past he has worked with IGAC, INGEDMINAS, IDEAM and Ministry of the Environment. He is interested in representing a Canadian company or working in conjunction with a Canadian company. He does not have any specific interests in mind but is interested in talking with Canadian companies.

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The company currently has 20 permanent employees. In the past GEOVIAL has worked with two Canadian companies, NorthWest Geomatics and Triathlon Mapping Corporation. Mr. Niño was impressed with these Canadian companies and plans to continue working with them. He is not looking for anybody to replace the services these companies help him provide in Colombia. He has found that these strategic alliances have been beneficial to both companies. NorthWest Geomatics was able to provide especially equipped airplanes for aerial photos, while Triathlon's expertise in Digital Ortho-photo services proved to be invaluable. GEOVIAL is currently talking to SNC-Lavalin Inc. about working with them.

In the past GEOVIAL has worked for both the private and public sector. The list of companies and public sector organizations they have worked for includes: BP Exploration, ECOPETROL, Occidental de Colombia, Inc., District Cadastral Department of Bogota, DANE, IGAC, the Municipal of Medellin, and FLUOR Colombia Ltd.

The company's main expertise lies in remote sensing and surveying and they are interested in expanding their business. They wish to diversity into mapping for new road and highway systems. They are also interested