

## COMPANY REGISTRATION

To obtain a contract with BP, all companies must be registered with BP. After registration, companies must follow-up on a regular basis to keep informed of future opportunities (see Appendix C).

Ecopetrol has a more complicated registration procedure. The documents must be purchased from Ecopetrol at a cost of \$300.00 US for contractors, consultants and service companies but only \$110.00 US for supply companies. As part of the registration process, a certificate of incorporation must be legalized by the Colombian Consulate in Canada. Once registered, a company must open an office in Colombia directly or through a legal representative. Once registered a trip to Colombia is essential and a plan for following up on a regular basis is a must (see Appendix D)

A letter of interest, supported by corporate and product, information is required to register with Occidental.