

(Appendix 2 provides some useful guidelines for selecting a Colombian agent or representative.)

MARKET ACCESS CONSIDERATIONS

Import Regulations: Tariff and non-tariff barriers, quotas

All software products have a 15% tariff applied to them, while hardware products have a 5% tariff. Currently there are no quotas on software and hardware products entering the country.

There are no taxes or tariffs on capital products entering the country for a short period of time, as long as after the contract has been completed they are returned to the originating country.

Canadian personnel working in Colombia to provide training or technical support

There are two types of visas issued by Colombian authorities for companies wishing to send personnel to Colombia to provide training or technical support:

1. Temporary visa with work contract. Two year term. Must be obtained from the Colombian Consulate prior to entering the country.
2. Technical assistance visa. One year term. May be obtained in Colombia by presenting the following documents duly visaed by Colombian Consulate: Police clearance and marriage certificate (see annex 2 for a list of Colombian Embassies and Consulates in Canada).

Canadians do not require a visa to visit Colombia for short periods of time. If they are going to carry on any business transactions, they should get a business visa.

OTHER MARKET ENTRY CONSIDERATIONS

Characteristics of the Canadian position in the Market

A) Current market presence and local awareness of Canadian export capability

Colombian Geomatics companies and public organizations feel that Canadian technology is on par with that of leading geomatics technology. Canadian geomatics companies have signed joint ventures and strategic alliances with various leading Colombian geomatics companies and some have set up licensing arrangements with local Colombian distributors.

The Canada Centre for Remote Sensing has forged strong ties with IGAC, the biggest public user of geomatics information, and has provided training seminars for Colombian employees.