

A company interested in registering as a contractor must furnish a complete profile of the firm including professional and technical staff (engineers and technicians) with proof of their degrees and professional skills.

Each registration is valid only for a two-year term and must subsequently be renewed.

STEP C: FOLLOW-UP AND PERSISTENCE

The Colombian petroleum sector market cannot be penetrated overnight. Competitors, many from the United States, are deeply entrenched and difficult to displace. Patience and a long-term commitment to this market are essential prerequisites for success. Your agent should receive appropriate support to promote your products or services on your behalf. It is not unusual for a first sale to come only after several years of sustained promotion and repeated visits to potential clients. Inform yourself about financial support available from the Export Development Corporation.

NOTE: The foreign operators do normally have similar registration procedures.