

Once registered, a company must establish an office in Colombia. This office may be your office or the office of a legal representative. Supply companies working through a Colombian representative need not have an office if representative is legally registered.

A certificate of experience is also required. This is normally filled out by customers for whom the company has previously worked. The certificate must give a description of objectives of the contract and its execution, the value of the contract, the date of completion, and any overall performance comments. If a company is unable to obtain this information, alternatives may be used, with prior approval from Ecopetrol.

Any software and hardware used as part of your services requires proof of purchase and authorization for its use.

Large contracts with Ecopetrol are normally published in local, as well as international papers. Information is also usually available from the Canadian Embassy - Commercial Office in Bogota or Provincial Trade Offices in Canada. The best way, however, of accessing Ecopetrol bid packages is through a local Colombian office which is in contact with Ecopetrol and the other operating companies.

Too much emphasis can not be placed on local contacts. It is important to have as much local presence as possible. Those companies presently working in Colombia have an obvious advantage over those trying to penetrate the market. In Canada, a service company can not expect to obtain major contracts on one customer visit a year. A good example of a Canadian Company which has penetrated the Colombian market is Kenonic Controls of Calgary. Kenonic successfully bid an initial engineering study for a SCADA system for Ecopetrol. As a result of their presence in Colombia, they obtained a contract with BP for work on the SCADA system for the pipeline expansion project.

7.3 OCCIDENTAL DE COLOMBIA INC.

To register with Occidental, companies need to send a letter of interest and supporting corporate documentation and detailed information on services and/or products. Occidental, however, will only work with companies which have an office in Colombia.