

In the federal market, direct contracting for geomatics services features:

- far fewer opportunities, in terms of the value and number of contracts;
- high-end concentration of the market in the hands of a few contractors;
- only one or two relatively small contracts for most firms; and
- a long sell cycle and high cost of pursuit, particularly for a small firm trying to go it alone with limited resources and little experience outside Canada.

At the state and local level:

- many American geomatics firms build on their intimate knowledge of their region -- the physical territory, the contacts, and the players involved in contracting -- to strongly reinforce a preference for themselves in sub-federal acquisition --
- Canadian firms can improve their practical access to opportunities through partnerships with such local firms