

DISSMAN INGENIERIA

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Contact: Jose Antonio Vasquez, General Manager

This company has been in business since 1987 and its is divided into two divisions. One division distributes topographical equipment, GIS and GPS systems. The other division is involved in consulting services. The company bids on contracts to provide engineering and geomatics services. In the past the company has worked with other Colombian companies in structuring theses bids, depending on the type and size of the contract. Currently there are 18 permanent employees working on the distribution side of the business. The amount of employees in the consulting division fluctuates depending on the contracts. The consulting division deals more with the public sector business than the private sector, while the distribution of products is more influenced by the private sector.

The company is the licensed distributor for Nikon. DISSMAN does not deal directly with Japan, but rather with the Nikon division in the U.S. He also distributes the GPS systems HEPES and ASHTECH. The Nikon division in the U.S. has just signed a contract to distribute NovaTel Communications GPS system and geomatics products. Therefore, he will be distributing these products in the near future. The company also distributes various software packages and GIS products.

He is interested in introducing a new GIS software package into the market and will talk to Canadian companies that have a GIS software package they want introduced into Colombia. The company is interested in working with Canadian companies to bid on contracts, but of course the companies needs depend on the type of contracts that are available.

CICgeomática S.A.

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CICgeomática is dedicated to offering the most advanced technological solutions for its clients. The company is a leader in the application of technologies related to satellite observation of the Earth, digital processing of satellite and aerial photographs, geographical information systems, global positioning systems and the production of cartography.