

Indonesia is the largest country in Southeast Asia and has abundant natural resources such as coal, oil and natural gas. Until recently, the Government of Indonesia lacked the technology to manage the use of these natural resources. In this respect, remote sensing technologies have offered Indonesia the means to control its development in the face of its spiraling population and industrial growth.

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Once an order has been submitted to the Government, it is extremely important to tactfully maintain contact with oversight agencies during the import approval process. Since the composition of the evaluation teams depends on the details of the contract, the services of a well connected local agent or partner can be invaluable in these situations. For high profile or large contracts, contacts at the ministerial level are essential. Companies should be aware that delays may occur during the import approval process. Successful bidders will be those best able to anticipate new issues and concerns that are brought up during the evaluation process and than can provide an appropriate response to the executing agency.

... and will provide a significant... capability of accessing data from... satellites such as LANDSAT...

... the 102 centres that provide... to the private sector. The Indonesian Society of Remote Sensing (IMAPIN) has 240...

... The public sector dominates the remote sensing... key government agencies divide... remote sensing responsibilities in the following...

... The National Coordination Agency for... Mapping and... (BAKOSURTANAL) provides geomatics... products and services. BAKOSURTANAL... Hydrographic and Navigation... Center, manages a natural resources... Geographic... System training center, and has a...

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... 100% from... is imported, ... 60% from US...

Because the remote sensing industry is still in its infancy, there is a strong need for improved data analysis capabilities. As a result, almost 100% of remote sensing software is imported, with about 60% coming from US manufacturers. German firms also have a strong presence forged from long-standing ties with the German-educated Minister Habibie, who is also the Chairman of the Agency for the Assessment and Application of Technology).

In addition, both the French and Dutch governments provide training for Indonesian professionals in their countries supported by bilateral development assistance programs. Australia has tended to specialize in providing market research capabilities to the Indonesian market.