

Nortel Wins Path-Breaking Contract in China – *Continued from page 2*

lasted for a year before Nortel won out — based on its superior technology over its two strongest competitors, Alcatel and AT&T.

Although negotiations can take a long time, Wu is quick to point out that “the Chinese are good negotiators.”

Canadian support

Even well-established 100 year-old companies like Nortel — with revenues of US\$8.9 billion and approximately 60,000 employees worldwide, some 20,000 in Canada alone — acknowledge that it is only beneficial to maintain a close working relationship with the Canadian government.

The Chinese know, says Wu, that the company has the full backing of the Canadian government through the presence of the Canadian Consulate General in Shanghai.

“We have excellent relations with both the Embassy in Beijing and the Consulate in Shanghai,” Wu points out. “We usually have monthly briefings with the Embassy to keep Canadian officials abreast of our activities.

“The visit last year by former

Governor General Ramon Hnatyshyn and especially the Team Canada delegation led by Prime Minister Jean Chrétien were also very good in raising Canada’s visibility in China,” says Wu.

It was the Commercial Section of the Consulate General in Shanghai that was instrumental in inviting Shanghai PTA officials to the trade show **Intercom '95** held last February in Vancouver, and officially hosted by Industry Canada Minister John Manley.

The contract

The sale — the fifth of its kind for Nortel in China — calls for the supply of three pairs of Digital Multiplex Systems-Signalling Transfer Point (DMS-STP) to the Shanghai Post and Telecommunications Administration (PTA). (STPs are software to control the intelligence of the network with number 7 signalling.)

Thanks to this path-breaking contract in Shanghai, Nortel will be able to improve the efficiency of telecommunications services available to companies and individuals in the Shanghai area.

In addition, the sale will lay the

groundwork for the future implementation of value-added and advanced intelligent network services, including customized service creation, centralized service introduction and consistent and rapid service delivery.

“The construction of CCS7 networks puts China on the cutting edge of telecommunications network technology,” commented Boris Chiu, Chief Representative of Nortel Shanghai Office. “We will continue to work closely with the Shanghai PTA to ensure that the new CCS7 network will be among the most advanced of its kind in the world.”

Future prospects

Ming Li, Senior Managing Director of Nortel China, is confident that this sale, in addition to the four successful installations in Xiang, Beijing, Tianjin and Hebei province, “represents a major step in the development of CCS7 networks in China.”

Contact Bill Neil, Director, Government Relations-International, in Ottawa. Tel.: (613) 783-8904. Fax: (613) 783-8910.

Russia-Canada Forum – *Continued from page 6*

995-1277; E-mail: cda-rus.commission@extott04.x400.gc.ca.

Business Assistance Contacts

For assistance with exports, investment and technology development, contact DFAIT’s Eastern Europe Division. The Trade Commissioners with responsibility for Russia are: Jillian Stirk, Tel.: (613) 996-2633, E-mail: jillian.stirk@extott04.x400.gc.ca; Rene Wassill, Tel.: (613) 996-7701; E-mail: rene.wassill@extott04.x400.gc.ca and Ben Gailor, Tel.: (613) 992-8590, E-

mail: ben.gailor@extott04.x400.gc.ca. Write to the address in the **IEC Contact** paragraph or fax: (613) 995-1277.

Canadian Offices in Russia

Canadian companies may contact DFAIT Commercial/Economic staff at: Canadian Embassy, Starokonyushenny Pereulok 23, Moscow, 121002 Russian Federation, Tel.: 7-095-956-6666/241-1111; Fax: 7-095-241-9034; E-mail: td.mosco@mosco01.x400.gc.ca; or at: Canadian Consulate General, 32 Malodetskosl'sky

Prospect 198013, St. Petersburg, Russian Federation, (mailing address: Canadian Consulate General, c/o P.O. Box 107, Lappeenranta, Finland, SF-53501), Tel.: 7-812-119-8448; Fax: 7-812-119-8393. (Note: *The first three digits of the phone and fax numbers will change from 119 to 325 on January 1, 1996*). Internet: /DD.ID=SPURG.STE/S=SPURG/@gemdes.x400.gc.ca. Consulate territory includes Republic of Karelia, and Leningrad, Pskov, Novgorod, Murmansk, and Arkhangelsk regions.