

CANADIAN COMPETITIVE STRENGTHS:

The manufacturing and services-related companies which comprise the telecommunications sector are both diverse and geographically dispersed. The sector consists of approximately 250 export-ready companies;

- 35% in the Province of Quebec
- 45% in the Province of Ontario
- 15% in the Province of British Columbia
- 5% in the Prairies and Maritimes

With few exceptions, companies in the sector are niche players which were established and grew in response to unique Canadian requirements. Universal, affordable, telephone service is a fact of life in Canada. This service has been provided to a widely dispersed population in a variety of geographic regions, to a uniformly high standard of quality.

Many of the companies serving this market were started by engineers from the carriers or major manufacturers who built products with the Canadian network in mind. The requirement for world class business telecom services between the major cities has also served as a stimulus to product innovation. Canadian companies today provide equipment and/or services which cover nearly every facet of telecommunications.

Canada is particularly strong in the areas of rural telephony, satellite systems, long-haul high capacity data networks, network management systems, digital switching, radio, paging and outside plant engineering/construction. These talents, combined with the wide range of experiences resident within the industry, provide an ample technical capability to deal with the varied opportunities encountered in the export market.