

In summary, two factors will govern further developments in India's burgeoning telecommunication sector in the near future:

- the increasing privatization of telecommunication services, and
- new policies that will likely radically alter the regulatory environment for this sector.

#### Canadian Success Stories

The following is a listing of recent Canadian activity in the telecommunication sector:

- SR Telecom entered into a technology transfer agreement with WS Telesystems Ltd of Bangalore for the manufacture of SR-100 subscriber radios in India.
- Tele-Direct, a subsidiary of BCE, has entered into a joint venture with M & N Publications to publish the Yellow Pages directories in Bombay, New Delhi and Madras. M & N was awarded this contract by MTNL (Mahanagar Telephone Nigam Ltd) for a period of five years, beginning in 1993.
- The Department of Telecom tender for the provision of paging services in 27 Indian cities drew 83 bids, later shortlisted to 19. Eighteen out of the 19 shortlisted bidders specified equipment from Glenyare Electronics. MTNL has recently installed a 5,000 line Glenyare paging system in Bombay on an experimental basis.
- The Department of Telecom (DoT) had selected eight companies to provide cellular telephone networks in four Indian cities. Tata Cellular Ltd, of which BCE of Canada is the joint venture partner, had been one of two companies originally selected for New Delhi. This award was recently reversed by the DOT, however Tata Cellular has initiated a court action with the Supreme Court to contest this decision.
- An eight-member Rural Telecommunications Mission from Canada visited India, October 10-16, 1993, and held technical seminars in Delhi, Bombay and Bangalore.

India offers excellent market potential for Canadian companies to enter into joint venture and technology transfer arrangements with Indian firms in the telecommunications sector. The Canadian High Commission in New Delhi and the Canadian Consulate in Bombay are prepared to fully assist Canadian companies in exploring new market prospects.