

and satellites, telephone exchanges and equipment and equipment to switch and transfer data, voice and images (ATM, Internet and EDI networks).

To establish successfully in Chile, Canadian companies must achieve a local presence by forming a strategic partnership, obtaining the services of a representative or opening an office in the country. Penetrating this market requires frequent contacts with the major buyers, aggressive marketing and a clear commitment. Contacts and familiarity are essential when equipment and services are offered under contract, and customers must have an assurance that the supplier firmly intends to provide after-sales service and supply the required spare parts and equipment.