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links; V-SAT; digital microwave systems; RF Links; satellite terminals; and, facsimile switches, as well as in a wide range of value-added services that have recently been opened to the private sector.

India offers excellent market potential for Canadian companies to enter into joint venture and technology transfer arrangements with Indian firms in the telecommunications sector. Many Indian telecom firms would be interested in marketing partnerships with Canadian firms where they would market, install and service the Canadian equipment through their existing Indian sales networks. This arrangement would be followed up by a transfer of technology or a joint venture so that the benefits of lower cost, highly skilled manpower in India could be used to mutual advantage. Other Indian telecom firms are exploring the possibilities of contract manufacturing for established Canadian companies. Indian companies want access to good and proven technology.