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MOROCCO

The prospects for the data processing and telecommunications market in Morocco are promising. In terms of both equipment and services, the country's needs are considerable and the market is estimated at Cdn \$500 million. Canadian exports rose steadily from 1988 to 1991. However, since 1991, the rate of exports has tended to decline. Major projects afford some real opportunities for the Canadian market in the future. Competitors in this area are primarily from France, Germany, Japan and Sweden.

MARKET OPPORTUNITIES

- Telephone switchboards and lines
- Data processing and office communications equipment
- Telecommunications equipment
- Data processing, telecommunications technical assistance
- Consultative services
- Packet data transmission
- Maintenance
- Spectrum management
- Mobile radio-telephony
- Radio message services
- Videotex systems

FINANCING

This sector requires financing. World Bank financing is available for Morocco's telecommunications development projects. A number of international tender calls funded by the World Bank have been launched, with Canadian companies having bid on them (supplying of modems, EDP master plans, computerization of government departments, supply of measurement equipment and transmission equipment). The World Bank has made a loan to Morocco for the second phase of the telecommunications development project (expansion of network, promotion of private investment). Consultative services are required for this project, which should begin early in 1993.

3.77

NIGERIA

The Telecommunication Network in Nigeria until recently was under the sole control of the Nigerian Telecommunication PLC (Nitel). It is structured into territorial, zonal and corporate headquarters for easy administration. However, planning and implementation of company's projects are centralised at the corporate headquarters the current demand for telecom services in Nigeria is well over Nitel's supply capability. Nigeria with a population of almost 100 million has a current network capacity of 600,000 lines. This is expected to be increased to about 800,000 lines within the next fifteen months. Nitel's network contains different types of switching and transmission equipment namely ITT, L.M Erickson, AT & T and Marubeni.

In the past three years, Nitel has introduced digital technology into its network as a policy gear towards the modernization of its network. So far 200,000 digital lines have been provided mainly by Siemens. All subsequent expansion in the network are to be digital based.