

Policy and the Bottom Line Converge

Vietnamese regulation regarding the ownership and operation of terminal equipment, dedicated facilities and value-added services is often contingent on the perceived impact on VNPT profits. INMARSAT traneivers were until a few months ago relatively easy to get approval for, and many of the petroleum exploration and service companies interviewed have INMARSAT dishes installed on their Ho Chi Minh and/or Vung Tau premises. However, respondents have uniformly stated the DGPT and provincial P&T's are becoming more strict, as they are reviewing the neccessity of such dedicated terminals. New entrants to Vietnam have felt pressure to access their systems through VTI IDD lines.

At the same time, the DGPT struggles with the task of developing a national infrastructure plan, the bubble economies across the country are creating pockets of accelerated demand for telecoms procurement to keep pace with their economic booms. Despite its commitment to provide service, the DGPT seems prepared to grant priority to growth provinces: the central province of Quang Tri, which has attracted foreign investment projects totalling US\$130 million in 1993, is installing an 18,000 line EWSD exchange, which has already doubled the available main lines in the province to 6,000.