

- TIER C:** Jordan The Jordanians are very interested in Canadian technology, but have no funds for acquisition and outlook for additional financing looks bleak. Also in fitful process of deciding to privatize their PTT. Effective infrastructure and decent network within Amman. Well trained staff within PTT, with strong engineering capabilities.
- Egypt Fiscal environment, fragmented telecom network and almost total requirement for concessionary financing make this a distinctly unpromising market for any sales of consequence.

Many of the companies serving the market were started by engineers from the carriers or major manufacturers who had worked with the Canadian network in mind. The requirement for world class switching services between the major cities has also served as a stimulus to product innovation. Canadian companies today provide equipment and/or services which cover nearly every facet of telecommunications.

Canada is particularly strong in the areas of rural telephony, satellite systems, long-haul high capacity data networks, mobile communication systems, digital switching, radio, paging and other plant and equipment. These talents, combined with the wide range of engineering and technical experiences available in the industry, provide an ample technical capability to deal with the varied opportunities encountered in the export market.