

TELECOMMUNICATIONS SECTOR

The Jordanian telecommunications sector should offer Canadian exporters excellent short- to medium-term opportunities based on the planned procurement and long-term development projects to be implemented by the Telecommunications Corporation (TCC). The participation by the TCC director general at the CIDA sponsored TEMIC (Telecomm Executive Management Institute of Canada) program in October 1987, placed Canadian technology in a very favourable light, with solid prospects for additional market penetration in the near future.

Canada's initial breakthrough was a contract awarded to Northern Telecom by the Public Security Directorate for an advanced APABAX and switching products to be applied to the national grid as a complement to existing French and Japanese switching equipment already utilized locally. In addition to switching products, outside plant equipment focussing on rural telephony and grid upgrading and expansion