

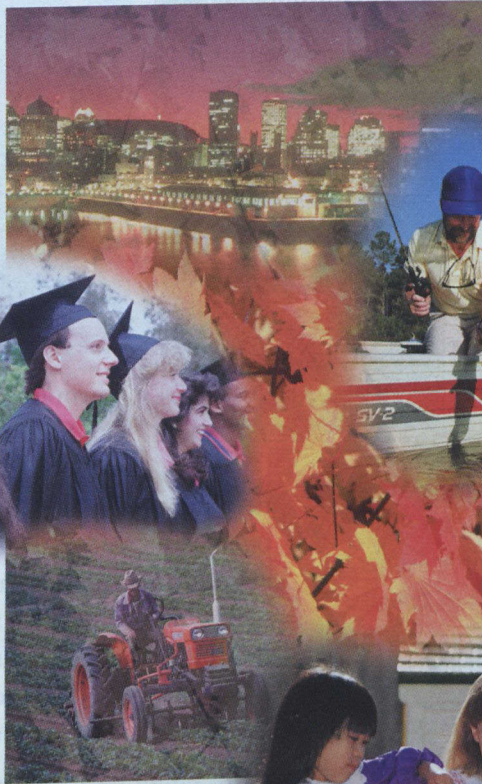
Manitoba Telephone System, Maritime Tel & Tel, NB Tel, Newfoundland Telephone, and SaskTel. Québec-Téléphone and NorthwesTel are associate members.

"The telephone companies recognized long ago that to provide Canada with a consistently high level of service, they'd have to team up," says Mr. Robertson. "The creation of a coast-to-coast digital network shows how successfully this collaboration has worked."

Three Stentor companies exist: Stentor Resource Centre Inc., the service development and marketing arm of the alliance; Stentor Canadian Network Management, the network operation arm; and Stentor Telecom Policy Inc., an organization that keeps the Canadian government and the country's telecommunications regulator attuned to Stentor's interests.

By concentrating resources in these three companies, the alliance is able to deliver products faster to the market, react more effectively to competition, and present a unified position to the country's political decision-makers.

Eight of Stentor's members are owned, wholly or partially, by two of North America's largest telecommunications companies. BC TEL is owned in part by GTE Corp. and Bell Canada is wholly owned



by BCE Inc., one of Canada's largest conglomerates. BCE, which earned revenues of \$21.67 billion (Cdn) in 1994, also has equity in three other Stentor companies along with a 52 per cent stake in Northern Telecom and a 58.5 per cent interest in Telesat Canada – the country's satellite carrier. Two of the Stentor alliance members are operated by

provincial governments. Stentor's thoroughbred lineage puts it on solid financial footing.

"Companies thinking of setting up in Canada can take comfort knowing that when they deal with Stentor, they're dealing with the largest and most established player in the Canadian telecommunications market," says Scott Sheard, Vice-President U.K. and Europe with the Stentor alliance.

One key benefit of dealing with the alliance is convenience. No matter what your requirements, whether they be multinational virtual networks, LAN server hardware, cabling, voice communications software, or multimedia, your local Stentor company has a solution. You

have a single point of contact – from one coast to the other – for all your telecommunications requirements. And you receive only one bill for everything. Need service? Call one number and it's done.

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