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OVERVIEW OF THE ARGENTINE TELECOMMUNICATIONS MARKET

INTRODUCTION

The Argentine telecommunications market has undergone a dramatic transformation in the last two years. Argentina's state-owned telephone company was privatized and the industry deregulated and restructured. This has opened the way for a new industry structure and a competitive marketplace. The Argentine telecommunication sector is now waking up after years of mismanagement and neglect.

This new business environment has opened a world of opportunities for suppliers of Canadian telecommunications equipment and services. The market is very competitive and the industry is still in its infancy. It is important to maintain a strong market presence in Argentina and to be able to effectively to compete.

**OVERVIEW OF THE ARGENTINE TELECOMMUNICATIONS MARKET
AND KEY INDUSTRY CONTACTS**

A major milestone in the telecommunications industry was launched by the privatization of the state-owned telephone company and the privatization of the Argentine National Telephone Company (Empresa Nacional de Telecomunicaciones - ENTEL). The privatization of the Argentine telephone network was completed in 1990. The privatization process included the sale of ENTEL to a consortium of investors and the grant of a license to operate through ENTEL. The privatization process was completed in 1990. The privatization process for ENTEL was the first step in the process of opening the telecommunications market to competition in the country.

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