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An increasing number of reliable Indian conglomerates are now diversifying into the telecommunications sector. For telephone instruments, the technologies of Siemens, Ericsson and Face have been standardized: several companies are making telephone instruments under licence, using the above technologies and production is adequate. For PBX, three technologies have been standardized: OKI, GTE and Jeumont Schneider. Indian Telephone Industries (ITI) manufactures cross-bar equipment and digital E-10B exchanges and various types of transmission and terminal equipment. Bharat Electronics Ltd. (BEL) and Electronic Corporation of India Ltd. (ECIL) manufacture microwave systems and telex equipment in collaboration with Siemens. In the last few years, some state governments have set up public sector companies to manufacture telecommunication and electronic equipment and components. The communications needs of the Indian Armed Forces are being met by indigenous sources, namely BEL, Hindustan Aeronautics Ltd. (HAL), ITI and ECIL.

### 3. Canadian Telecommunications Capabilities

The telecommunications sector is probably subject to the greatest evolution in technological change in the world today. In this respect, Canada is recognized as a world leader in this field. The diversity of Canadian manufacturers, consulting companies and operators, augurs well for Canada to take a leading role in the development of India's telecommunications sector.

In 1992, Canada's telecommunications sector employed more than 175 000 people and produced goods and services valued at \$23.8 billion. The telecommunications sector alone accounts for half of Canada's informatics technology research and development: over \$1 billion for each of the last five years.

Canada is a world leader in digital switching and asynchronous transfer mode technologies; leads the Group of Seven (G-7) countries in the deployment of optical fibre; is second in the use of digital networks and intelligent network systems; and worldwide, is second only to Japan in the reliability of its networks. With more than 30 years of satellite experience, Canada is among the leaders in both cellular and satellite communications. In addition to a significant number of world-renowned Canadian telecommunication companies, there are over 300 small and medium-sized enterprises increasingly active in all major export markets.

#### *Market Potential for Canada*

Although there is a good match between Canadian capabilities and Indian needs, Canadian companies are under-represented in the Indian telecom market. This is particularly significant given Canada's world class reputation in telecommunications technology.

Market potential exists for Canadian industry in the following areas: pack switching; cellular telephone services; paging systems; optical fibre; international