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***Commission Agents:*** (cont'd)

Often they request their commission be paid up front upon contract award. It is wise not to comply with this as any leverage you have with him for follow on activity to assist in clearing roadblocks is gone. Often the commission agent has a hidden agenda that will only become evident after you have succeeded in obtaining the contract. For example, the contract may require that your company obtain rental housing or camps for your staff and all of a sudden you find out that your agent has the capability to obtain these for you. Of course, he will expect to be rewarded for his assistance. This is not always a negative experience and sometimes can greatly help the financial aspect of your project. It is wise to find out early on in the negotiations what possible areas of the contract activities he can assist in and to establish with him reasonable compensation for his efforts. It is also wise to document all dealings with any of these agents even though formal registration of any subsequent agreement is unlikely.

***JOINT VENTURES:***

Joint ventures in the telecommunications sector are usually aimed at setting into place a manufacturing or a combination assembly, manufacturing facility.

As the joint venture will involve the commitment of capital resources it is essential that the Canadian party take the time to thoroughly understand the market and the regulations that will come into play. Of course, it is also extremely important to carefully choose the local joint venture partner.

The Canadian partner should also insist on having one of his employees in the senior management position to ensure the operation gets off to an efficient start. Selection of any Canadian staff is a critical exercise from the standpoint of culture shock and costs to the organization. The local partner will usually provide the accounting, purchasing and sales staff from his own resources as they are the most familiar with the local environment.

***CONDUCTING BUSINESS:***

***Getting Started:***

The best way to get started is to travel to the region on one of the various government sponsored missions or by attending one of the local trade shows.