

UNITED STATES:

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REGIONAL ASSESSMENT

The U.S. represents approximately 65% of all telecom exports from Canada. In recent years, this market has received dedicated sector attention from EAITC. The market potential is certainly there, as the U.S. is predicted to double its capital expenditure by the end of the decade. Currently, the U.S. is the fastest growing large market in the world.

- TIER A:**
- Atlanta Probably most active telecom post in U.S. due to sector experience of commercial officer. Very lucrative market area for Canadian firms over past two years.
 - Dallas Excellent market for most advanced technologies. Rapidly becoming a major high tech area, possibly surpassing Boston. Dallas is also attracting headquarters operations of many companies previously located in NorthEast. SSC facility should be catalyst for continued growth for several years.
 - Los Angeles Significant market area for Canadian firms, but very little export promotion related to telecom in recent years with exception of occasional national show scheduled for L.A. or Las Vegas i.e., COMDEX or USTA.
 - San Francisco Silicon Valley usually viewed as sole high-tech market but significant market potential exists in Nevada, Utah, Colorado. Very little export promotion for telecom in recent years.
 - Seattle Aerospace, software and electronics have all spawned numerous opportunities for Canadian telecom firms, especially those located in BC and Alberta. Very little export promotion for telecom in recent years.

Philippines Politically unstable and poor telecom infrastructure but network inter-operability with Canada and other countries considerations can make it difficult to determine if significant opportunities exist, especially in view of the fact that there should be a high level of CIDA/ECC involvement in the area of credit for the Philippines.