

privatized value added services in telecommunications depend on the constitutional revision scheduled for 1993. There are no guarantees at the moment that these proposed changes will be approved.

The main sectors presenting opportunities for Canadian business include:

1. Consulting services for mobile cellular systems.
2. Mobile and fixed cellular telephone services and systems.
3. Consulting services for data communication systems.
4. Voice and data terminals and ancillary equipment.
5. Consulting services for optimization of satellite communication systems.
6. IOS (KS and PBX) systems and ancillary product distribution.
7. Radio-based paging and trunking services and equipment.
8. Consulting services and systems for voice and data network planning and management.
9. WAN and LAN data digital access and interconnect systems.
10. Short haul digital transmission systems.
11. Market research and survey services.
12. Small size switching networks and related services for rural applications.
13. EDI and other VAN consulting, software and network services.
14. Fibre optics equipment and systems.
15. Specialized systems and software for value added and enhanced services, principally for integrated office systems.

This is by no means an exhaustive list. The majority of the above areas are receptive to foreign technology and investment. At same time these areas offer local partners with strong technical, marketing and management capabilities, allowing the Canadian companies a more gradual exposure to the market and its risks.

The Canadian Consulate General in Sao Paulo can provide up-to-date information on the Brazilian market.

PROGRAMMED SECTORAL ACTIVITIES:

The Consulate General in Sao Paulo will be participating with a Stand in two trade events during 1993: