

### INTRODUCTION

The objective of this report is to provide a convenient reference document on the Colombian telecommunications and advanced technology industry for Canadians interested in pursuing commercial opportunities in this sector.

This report is divided into three sections to achieve this goal: a brief overview of Colombia's current economic and political situation; an overview of the telecommunications and advanced technology sector and its key players; and a section on "how to do business" in this sector.

The remainder of the report is comprised of annexes listing names and addresses of companies and organizations active in this sector, including potential agents for new entrants to this market.

The first edition of this report was prepared in the Commercial Division in September 1989 and this updated version contains additional information at a time of significant changes in this and other sectors of the Colombian economy as a consequence of the ongoing modernization process. Similar reports are available or under preparation on the oil and gas, mining, coal, electric power, security and defence, transport, and agriculture sectors. The Commercial Division welcomes all suggestions for improvements to future revisions.