

ization of junction network by introducing optical fibre, and modernization of the existing telephone industry and the cable factory.

Future projects in the sector in short, medium and long term perspectives are identified. It is observed that more than US \$700 Million is proposed to be spent in foreign currency for implementing different projects in the Fourth Five Year Plan. The exact amount to be provided for the sector in that plan period will, however, depend on the commitments by different donors. Description of some of the projects, for which project documents have already been approved or are in the process of approval, are provided. Similar lists of projects in organizations, other than the BTTB, are also included in the report.

The process of calling for international bids and their evaluation is discussed. Local scopes of supplies and services are considered important in preparing a low cost bid. Some of local supplies and capabilities and also the anticipated problems in their inclusion in offers are identified.

The report provides a list of foreign companies which were involved in execution for various past projects in the sector. It is seen that participation of Canadian companies in the past hardly reflects their experience and capabilities in this field.

A specific case history is analyzed to show why a relatively weak offer for a bid was selected in place of more competent offers. This gives an idea about some specific weakness/ aggressiveness in marketing as applicable to projects in the sector.

Finance for many future projects of the sector is expected to be provided by multi-lateral sources and Canadian companies qualify for such projects. However, there is much to be expected from Canadian companies so far as their business promotion is concerned. A few strategies are proposed in the report which could improve their chances in procuring business in this sector.

The government has recently initiated to promote private sector to provide better telecommunication services to the subscribers. Two companies came forward; one is Gulf Bangladesh Joint Venture Funding Company who has collaboration with Mittel, Canada and the other is Bangladesh Telecom Private Limited where Motorola(USA) will supply hardware and expertise services.

This report will provide an overview of the telecommunication sector of Bangladesh, its growth potentials and business opportunities for Canadian companies. This was commissioned by the Trade Section of the Canadian high Commission in Dhaka.