
Telecommunications Equipment - has previously been manufactured under extensive government controls and licenses. This segment of the economy has been opening up since 1984. In 1994, the government's policy was to discontinue providing telephone sets and to allow the private sector to provide them. Most leading multinational manufacturers of switching equipment have already entered the Indian market (Alcatel, Ericsson, Siemens, Fujitsu, and AT&T) but there is no major Canadian presence to date.

Space Applications - are also of great interest to the Indian market. After a period under U.S. embargo which has now apparently been relaxed, the Indian Space Research Organization (ISRO) is interested in information on Canadian space technology: they have a requirement for microwave components, carbon fibre, resins, and robotics. India plans to launch three more INSAT satellites. The National Informatics Centre which is responsible for NICNET, a VSAT network with 600 earth stations, will establish 3400 more earth stations with data communications for government offices. They have expressed interest in Canada's Stationary High Altitude Relay Platform (SHARP).

Manufacturing - facilities for exchanges are being set up. It is expected that initial exchanges will involve assembling equipment with foreign technology. Complete manufacturing is planned for 1996. There are opportunities for foreign investment and collaborations in the manufacture of a wide range of products including: subscriber apparatus; key telephone systems; transmission equipment; fibre optic cable and applications; modern data communications equipment such as packet switching; paging technology; OPGW with enclosed optical fibre; PABX's; and fax communications enhancements.

Cable Television - has become very popular since Star TV started beaming into India. There are 23 million TV households and the market place is open for both equipment and services. A cable policy to regulate cable operators is not yet in place and the market tends to be disorganized. There is little capability in system design, operational expertise, or professional system installation organizations. Subscribers are increasing and the quality of transmission is deteriorating. The market experiences limited channel capacity, geographic isolation, fluctuating signals, poor equipment, co-channel interference, and terrestrial interference. The market is open for companies which can offer improved quality and reliable service. Projections have been made for 2 million cable TV networks of which 1.5 million would be terrestrial. In addition, 500,000 direct satellite receiving dish antennae are required. The list of CATV equipment is very long, and the market opportunities are extensive.

Supervisory Control and Data Acquisition (SCADA) - SCADA equipment and systems have a large market potential in India. The SCADA systems used by the electric utilities are manufactured locally, sometimes in collaboration with foreign companies. With the increase in activity and the privatization of some oil and gas activities, the opportunity and demand for SCADA systems will increase beyond