

The Government of India has recently changed its import policy to allow import (without licence but against payment of applicable customs duty) of the following items: walkie-talkie sets, cellular phones, radio pagers, VSAT terminals, ISDN terminals, teleprinters, electronic switching equipment including SPC type, PLCC equipment, voice frequency telegraphy, headphones and unrecorded CD-ROMs. A special import licence is still required for EPABX/EPAX.

To be successful in the Indian telecom market and to increase awareness of their technology or expertise, Canadian companies must participate in the international exhibitions and conferences that are periodically held in India. The Indian Engineering Trade Fair, Communications India, WISITEX, INFOTECK, Electronics India, Broadcast Cable & Satellite India, and IT Asia are all credible events suitable for Canadian firms' participation.

Action Plan

In an effort to maximize Canada's share of the growing Indian telecom market, the post will undertake the following activities:

- focus special attention on telecom equipment, wireless communications, remote sensing and geomatics;
- continue to work closely with CIDA in the field of rural telecommunications and regulatory reform projects;
- continue to closely monitor the ongoing regulatory changes taking place in India, particularly in the telecommunications sector, some of which have significant implications for Canadian companies; and
- assist in the recruitment of candidates from India for the TEMIC program.

Specific Initiatives

Communications India (December 98)
Information booth in Delhi.

InterComm '99 (March 99)
Mission to Canada, recruitment by all posts.

Geomatics Technical Seminars (Fall 98)

Multi-city tour of India by Canadian firms to present technology and expertise.

Update telecommunications, information technology and geomatics sector studies (Spring 99)

Intelligent transportation system architecture mission (Spring 99)

Mission to India to present Canadian capabilities in radio paging and other fleet-management technologies.

Trade Fair Facilitation

Posts to encourage Canadian firms and assist in their independent participation in several key trade fairs in this sector, including Communications India (November 97) and IT India/Comdex (December 97).

References

- Focus India: A Business Guide on India for Canadian Telecommunications, Related Information Technology, and Cable Television Firms
- India Market Report: Information Technologies
- The Geomatics Market in India: Market Report

These can be obtained from DFAIT's Enquiries Service at:

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