

Computer training programs for everything from word processing and data entry to systems management and design will be key factors in coping with Kuwait's changing demographics.

There are ample opportunities to supply Kuwait with PC's mainframe, and mini computers. However, you should be aware that this market is extremely competitive. Although Kuwaitis continue to buy lower priced PC's from the Far East, they are beginning to recognize qualitative differences in computer products.

Even though a strong demand in Kuwait exists for computer software, especially Arabic language programs, there is at present no protection for intellectual property rights and pirating is a common problem.



TELECOMMUNICATIONS

The major market in the region is Kuwait. Kuwait's telecommunications infrastructure sustained major damage during the Gulf war. The Ministry of Communications has worked very closely with a number of western companies in restoring emergency service and in helping to replace permanent infrastructure.

The Ministry of Communications is now focusing on replacement of its permanent earth stations, the installation of new lines and switching gear, and restoration and improvement of customer services. As soon as service is completely restored, the Ministry of Communications plans to privatize its telecommunications services. The Kuwait Institute of Scientific Research (KISR), the government-owned research facility, undertook a study of the form privatization will take.

UPCOMING PROJECTS

Switch gear for 150,000 new lines

The switch gear will pass through between 4 and 6 areas. The total value of this project may be as much as \$20 to \$30 million.

Cables and other equipment

The Ministry of Communications' stocks of equipment and spare parts were entirely looted or destroyed during the war. The Ministry is currently replenishing its stores.

Telecommunications services

Although budget constraints limit the degree to which all of the Ministry of Communications' telecom service goals can be met at once, the Ministry will design a number of service packages in the near future, including: improved customer service systems, increased frequencies, and new maintenance systems.

OVERVIEW

The Ministry of Post, Telegraph and Telephone (MPTT), and its affiliate, the Telecommunication Company of Iran (TCI), are the ultimate decision making authorities responsible for planning and operating the telecommunication network of the country. Private networks belonging to other state affiliated organizations are generally operated under the supervision of TCI.