

2.3.2 Data Communications Services Market

2.3.2.1 Dedicated services

Point-to-point/multipoint local and long-haul leased circuits, (1.2 to 19.2 kbps), including modems and maintenance are provided mainly by Embratel nationwide, with the Transdata network, and recently by 10 state companies, through operational agreements with Embratel. Other systems exist based on in-house corporate service planning and engineering.

Embratel has almost 35,000 in-service circuits, while the recent state-level offerings will reach a total of approximately 10,000 circuits, including circuits that Embratel has transferred to telcos in recent agreements. Main users are banks, large multinational manufacturers, distribution and retail companies, supermarkets, state companies and public utilities.

In response to market growth and increasing demand for high-speed data circuits, Embratel is launching its Transdata Plus service having contracted over 100 E1 multiplexing centers, with a total capacity of 7,400 ports and 600 Mbps bandwidth, both to increase its future low speed capabilities, as well as to provide new enhanced 64 kbps to 2 Mbps leased circuits, for data, digital voice and video applications. The leading 6 state companies are following this tendency and tenders are in process (43,000 ports in Telesp bid along). Embratel also offers dedicated international specialized data circuits over its international facilities.

Table 2 - Dedicated Services Figures - shows Embratel's 1991-effective and forecasted number of commercialized circuits and associated investments for the 1992-1996 period.

Table 2 - Dedicated Service Figures

<u>Year</u>	<u>1991</u>	<u>1992</u>	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>
Transdata circuits (10 ³)	35	15	9.8	11	12	13
64 k-2 Mbps circuits	121	248	314	441	543	600
Investments (US\$ Mi)	73.3	88.2	45.7	6.0	4.2	3.3