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LATIN AMERICA TELECOMMUNICATIONS NEWSLETTER

Office of Telecommunications Technologies
International Trade Administration
U.S. Department of Commerce
<http://telecom.ita.doc.gov>

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TABLE OF CONTENTS

I. HOT NEWS

Market Development Cooperator Program (MDCP) Open Application Period
New Information Technologies Industries Website—U.S. Department of Commerce
U.S. Global Matchmaking Reception at NAB2003: April 06, Las Vegas, Nevada
U.S. Global Business Briefing at NAB2003: April 08, Las Vegas, Nevada

II. HIGHLIGHTS

Brazil: 2 New International Market Insight (IMI) Reports Released
Central America: CAFTA Update

III. EVENTS

Telecom/IT Hemispheric Connectivity Forum (May 8, 2003)
Mobile Americas 2003 (May 19-21, 2003)
NTGTS Latin American Telecommunications Conference (June 10-11, 2003)

I. HOT NEWS

Market Development Cooperator Program (MDCP) Open Application Period
Due date for applications is May 15, 2003.

The International Trade Administration (ITA) of the U.S. Department of Commerce announced in a March 19, 2003 Federal Register notice that it is accepting applications for the 2003 Market Development Cooperator Program (MDCP) awards. This year the Department expects to award approximately \$1.5 million to export multiplier organizations that seek to promote international trade, opening foreign markets, ensure compliance with U.S. trade laws and agreements, and support U.S. commercial interests at home and abroad. A public meeting will be held at 10:00 a.m. on April 4, 2003 at the Department of Commerce headquarters to discuss the MDCP proposal preparation, procedures, and selection process. Applications are due by 5:00 p.m. EDT on May 15, 2003. For more information, please contact Mr. Brad Hess, Manager MDCP at 202-482-2969 or brad_hess@ita.doc.gov. You may also visit the MDCP website at www.export.gov/mdcp.

New Information Technologies Industries Website

www.export.gov/infotech

The Office of Telecommunications Technologies' website (www.telecom.ita.doc.gov) is in the process of migrating to a new web location. On March 3, 2003 a new website — www.export.gov/infotech — was launched to bring all offices within the International Trade Administration's Information Technology Industries division under the same URL. The result is an easy-to-use format for finding information on telecommunications, electronic commerce, information technologies, microelectronics, and instrumentation in a single site.

Global Business Briefing at NAB2003

April 08, 2003, 7:30-9:00 am in Las Vegas, Nevada

On Tuesday, April 08, the U.S. Department of Commerce's International Trade Administration will host a Global Business Briefing at NAB2003, in cooperation with the National Association of Broadcasters. U.S. companies are invited to hear about where the international demand for information and communications technologies (ICT) exports lies and trends in electronic media convergence from Commerce Assistant Secretaries Maria Cino and Nancy Victory and the U.S. Commercial Service's overseas ICT specialists attending NAB2003. Don't miss this opportunity to network with government and private sector representatives from around the world! Continental breakfast will be provided compliments of event sponsor Advanced Television Systems Committee Forum (ATSC Forum).

For more information, contact Steve Green at Steve.Green@mail.doc.gov, tel. 202-482-4202 or Dan Bjerk at Dan.Bjerk@mail.doc.gov, tel. 602-640-2513 ext 15.

Global Matchmaking Reception at NAB2003

April 06, 2003, 6:00-8:00 pm in Las Vegas, Nevada

Back by popular demand!

The U.S. Department of Commerce, NAB, the California Center for International Trade and Development, and the Nevada Development Authority, have joined forces to help you target over 15,000 international attendees, in conjunction with NAB2003, April 05-10, 2003 (<http://www.nab.org>). On Sunday, April 06, we invite you to participate in the 3rd Annual Global Matchmaking Reception at NAB2003, the world's largest electronic media show. **Exhibitor Opportunity!** For just \$495 (\$595 after March 01), you will be provided a 6-foot tabletop display from which to promote your company's literature and any sample products or demos that would suitably fit on the table. All international

attendees to NAB2003 have been invited to attend this networking event. Delegations attending this year's event are expected from Austria, Brazil, China, Croatia, Dominican Republic, France, Honduras, Japan, Korea, Mexico, and the United Kingdom. Don't miss this opportunity to expand your sales internationally!

For more information, please visit the Global Matchmaking Reception website at: <http://www.socaldec.com/NAB03>, or contact Dan Bjerk, U.S. Department of Commerce at tel. (602) 640-2513 x15, e-mail Dan.Bjerk@mail.doc.gov; or, Mark Matsumoto at tel. (949) 752-7696, e-mail networkinternational@worldnet.att.net.

II. HIGHLIGHTS

Brazil: 2 New International Market Insight (IMI) Reports Released

On February 27, 2003, two new International Market Insight (IMI) reports were released by the U.S. Commercial Service. The topic of these reports is VoIP in Brazil and Brasilcel, the joint venture between Telefonica Celular and Telesp Celular. To view the reports, visit the market research section at www.usatrade.gov or contact Dava Kunneman for a copy.

Central America: CAFTA Update

The second round of the U.S.-Central America Free Trade Agreement (CAFTA) negotiations took place February 24-28, 2003 in Cincinnati, OH. The U.S. did not table text in negotiations for a telecom chapter. The next round is scheduled for March 31-April 4, 2003 in San Salvador, El Salvador. It is anticipated that the U.S. will table text during this round of talks. For more information, please contact Dava Kunneman.

III. EVENTS

This section is intended for your information only. Unless otherwise noted, events are neither certified nor endorsed by the U.S. Department of Commerce (USDOC).

TELECOM/IT HEMISPHERIC CONNECTIVITY FORUM

May 8, 2003 in La Jolla, California

This executive forum will provide participants with the latest developments on and analysis of the opportunities in the ever-changing telecommunications/IT/media industries in the Western Hemisphere. Participants will be able to network locally or virtually with leaders across converging industry sectors. For more information, please contact Harrison Morrison, Director—Telecommunications Program, at (858) 453-5560 ext. 115 or Harrison@iamericas.org.

MOBILE AMERICAS 2003

May 19-21, 2003 in Miami, Florida

The theme for this year's conference is "Wireless Profitability and Migration". The forum will be content-driven and technology-inclusive but also aims to address the need for companies to find the best of both new and existing applications and solutions that are helping pan-American mobile operators to grow revenues, cut operating expenses, and provide customers with next-generation mobile technologies and services. For more information about this program, please contact Michael Tangeman at (212) 661-3500 ext. 3102 or mtangeman@iirusa.com. You may also visit the Mobile 2003 website at www.iirusa.com/mobileamericas.

NTGTS 5th Annual Latin American Telecommunications Conference
June 10-11, 2003, in Richardson, Texas

The North Texas Global Telecommunications Society (NTGTS) will present its 5th annual Latin American Telecommunications Conference on June 10-11, 2003 at the Omni Richardson Hotel. This conference is one of the largest of its kind outside the Latin American region. For more information on this event, please visit the NTGTS website (<http://www.ntgts.org>) or contact Mr. Jeremy Azif, President of NTGTS, by tel. (214) 755-3433 or e-mail at: president@ntgts.org.

Requests for complete cables or reports should be directed to the editor. An archive of this and other newsletters can be found on the Office of Telecommunications web site at <http://www.telecom.ita.doc.gov>. To have your e-mail address removed from the newsletter distribution list, reply to this e-mail with "unsubscribe."

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