



April 28, 2003

## **LATIN AMERICA TELECOMMUNICATIONS NEWSLETTER**

Office of Telecommunications Technologies  
International Trade Administration  
U.S. Department of Commerce  
<http://www.export.gov/infotech>

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#### **I. HOT NEWS**

##### **Commerce Unveils Standards Initiative**

On March 19<sup>th</sup>, Commerce Secretary Don Evans announced an eight-point Standards Initiative to help break down trade barriers. The initiative came about in response to industry concerns that foreign

standards and technical regulation issues are among the greatest challenges to expanding exports. The press release and a full copy of the Initiative can be found at:

[http://www.commerce.gov/opa/press/2003\\_Releases/March/19\\_Evans\\_Standards\\_release.htm](http://www.commerce.gov/opa/press/2003_Releases/March/19_Evans_Standards_release.htm).

In support of Commerce's Standards Initiative, the Office of Information Technology Industries is organizing a series of roundtables to provide the ICT industry with an opportunity to brief senior Commerce officials about the standards issues they face overseas and provide recommendations on ways to address these issues. The first roundtable, scheduled for Monday, April 28<sup>th</sup> at 2:00 pm EST, will focus on the ICT services sector. A second roundtable for ICT equipment will be organized during May 2003. For more information, contact Paulette Blanscet at 202-482-0399 or [paulette\\_blanscet@ita.doc.gov](mailto:paulette_blanscet@ita.doc.gov).

### **Exporters' Seminar at SUPERCOMM 2003**

*June 2, 2003*

Learn where the international demand for telecommunications exports lies, hear about trends in the industry, attend market briefings by the U.S. Commercial Service's overseas telecommunications specialists, become familiar with the U.S. Government's programs for export assistance, export regulations, and much more! On Monday, June 02, the U.S. Department of Commerce's International Trade Administration will host an all-day Exporters' Seminar in cooperation with the Telecommunications Industry Association at SUPERCOMM 2003. Don't miss this opportunity to network with government and private sector telecommunications representatives from around the world. SUPERCOMM takes place from June 1-5, 2003, in Atlanta, Georgia, and it will have many foreign buyer delegations this year, sponsored by the International Buyers Program of the U.S. Commercial Service. Register today! Seminar fee: \$100.00; Registration deadline: May 15. Refreshments and keynote lunch will be provided. For more information on the program, contact Mr. Myles Denny-Brown (E-mail: [Myles\\_Denny-Brown@ita.doc.gov](mailto:Myles_Denny-Brown@ita.doc.gov); tel. 202-482-0398) or Ms. Carmela Mammias (E-mail: [Carmela.Mammias@mail.doc.gov](mailto:Carmela.Mammias@mail.doc.gov); tel. 973-645-4682 x12).

### **Market Development Cooperator Program (MDCP): FY03 Application Period Opens**

*Due Date for Applications: 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). This year, the Department expects to award approximately \$1.5 million to export multiplier organizations that seek to promote international trade, open foreign markets, ensure compliance with U.S. trade laws and agreements, and support U.S. commercial interests at home and abroad. **Applications are due May 15, 2003 by 5:00 p.m. (EST).** For more information, please visit the MDCP website at [www.export.gov/mdcp](http://www.export.gov/mdcp). You may also contact Ms. Patricia Gershanik (tel. 202-482-3858; E-mail: [Patricia\\_Gershanik@ita.doc.gov](mailto:Patricia_Gershanik@ita.doc.gov)).

### **OTT Website Has Moved**

[www.export.gov/infotech](http://www.export.gov/infotech)

The Office of Telecommunications Technologies (OTT) site has moved. It is now part of the Information and Telecommunications Technologies site at <http://www.export.gov/infotech>, operated

by the Information Technology Industries (ITI) division of the International Trade Administration, U.S. Department of Commerce. For specific information on the telecommunications industry, go to the box labeled "Industry Focus" (lower left corner) and click on the subcategory titled "Telecommunications."

## II. HIGHLIGHTS

### **Summary: USDOC Global Business Briefing at NAB2003**

Earlier this month in conjunction with NAB2003, the U.S. Department of Commerce organized a Global Business Briefing for U.S. exporters. The event was sponsored by the Advanced Television Systems Committee Forum (ATSC Forum) and featured Commerce Assistant Secretaries Maria Cino and Nancy Victory speaking on the U.S. Government's support of the ATSC family of standards for digital television broadcasting, as well as Foreign Service Nationals discussing the broadcast sectors in their home countries of Brazil, South Korea, and Taiwan. Look for this event next April at NAB2004!

### **Brazil, Nicaragua & Venezuela: 5 New International Market Insight (IMI) Reports Released**

In March 2003, five new International Market Insight (IMI) reports were released by the U.S. Commercial Service. The topics of these reports are as follows:

- Brazil-CDMA & GSM Technologies
- Brazil-Special Customs Regimes Using Bonded Warehouses
- Nicaragua-Current Internet Service Conditions
- Venezuela-Conatel Authorizes Telecom Inspectors
- Venezuela-Lack of Dollars Will Affect Internet Services

To view the reports, visit the market research section at [www.usatrade.gov](http://www.usatrade.gov), or contact Steve Green or Dava Kunneman for a copy.

## 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).

### **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](mailto:mtangeman@iirusa.com). You may also visit the Mobile 2003 website at [www.iirusa.com/mobileamericas](http://www.iirusa.com/mobileamericas).

### **EIGHTH ANNUAL TELECOM/IT AMERICAS CONFERENCE**

#### ***June 5-6, 2003 in Miami, Florida***

This eighth annual hemispheric conference sponsored by the Institute of the Americas will focus on the communication technologies and services, infrastructure funding, and methods of promoting access to

underserved areas. Opportunities for networking with top business leaders, government officials, and public and private sector representatives will be available. Date and venue to be confirmed. For more information, please contact Noelle Jue, Associate Director for Telecom/IT Program, at 858-453-5560 ext. 121 or [Noelle@iamericas.org](mailto:Noelle@iamericas.org).

**NTGTS 5<sup>th</sup> Annual Latin American Telecommunications Conference**

***June 10-11, 2003, in Richardson, Texas***

The North Texas Global Telecommunications Society (NTGTS) will present its 5<sup>th</sup> 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](mailto:president@ntgts.org).

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

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