



Canadian ICT Mission to the Dominican Republic and Costa Rica Feb 8-12, 2009

The Trade Commissioner Service (TCS) in Santo Domingo (Dominican Republic) and San José (Costa Rica), invite you to participate in an ICT Trade Mission to Santo Domingo and San José on the week of February 8 to 12, 2010. This activity will target a diversity of ICT players in both markets, including telecom carriers, CATV operators, system integrators, broadcasters, ICTs distributors and representatives, and large corporations, all of which are considered potential clients/partners for Canadian technologies.

These 2 markets, although at different stages of development, represent an array of opportunities for Canadian ICT companies:

The Dominican Republic has one of the most advanced telecommunications sector in Latin America and the Caribbean, **with investments in the last 4 years surpassing US\$1,000 million. An additional US\$750 million were announced for 2009 by the 4 largest telecom companies**, in technologies such as Internet Protocol Television (IPTV), WiMAX, 3G networks, Evolution-Data Optimized (EVDO), Direct-To-Home Television (DTH), Multichannel Multipoint Distribution System (MMDS), TV on mobile phones, among others. On the other hand, there is also a great demand for corporate software and solutions such as Enterprise Resource Planning (ERP), Customer Relationship Management (CRM), POS solutions, and Interactive Voice Response (IVR). With many Canadian companies having successfully entered the market, there is a wide interest for Canadian technologies in the` DR.

Costa Rica has a steadily growing information technology market with over 650 ICT companies, 300 of which are software developers. **The telecom subsector is set to have particularly dynamic environment as the state monopoly has recently ended and the market just opened to local and foreign carriers. In year 2010 at least three new operators will enter the market with an estimated investment of over US\$1.5 billion.** Since mobile communications in Costa Rica are well behind the rest of the region, considerable investments are expected on this segment. Other important business opportunities are related to: communications infrastructure (WIMAX, telecom towers, equipment), software (ERP, SCM, CRM, BI), VoIP, e-health and telemedicine, e-government software and technologies (electronic vote, immigration track, online payment systems), IT security, and digital signature technology for banking and internet services.

For additional information about these 2 markets, please find attached a report on the sector for each one.

The TCS encourage Canadian ICT companies to participate on this Mission and visit both markets, as they represent an excellent business opportunity for Canadian ICTs. There are daily flights between the DR and Costa Rica, with a flight time of approximately 2 hours. **Companies that for any reason can only visit one country are welcome to participate too, and will receive the same core services at their chosen**



market. There is no registration fee to participate on this event, so Canadian participants will only have to cover their travel expenses (airfare, lodging, meals).

For additional information about this event, you can contact your the Trade Commissioner Service at Santo Domingo and/or San José, below the coordinates:

Santo Domingo, Dominican Republic:

Canadian Embassy in Santo Domingo
Mr Regis Batista, Trade Commissioner
Tel 809-262-3100 ext 3352
Email: regis.batista@international.gc.ca

San José, Costa Rica

Canadian Embassy in San José
Mr Alexander León, Trade Commissioner
Tel 506-2242-4467
Email: alexander.leon@international.gc.ca

The activities around this trade mission will comprise:

- Meetings and briefing sessions with the Trade Commissioner Service in Santo Domingo and/or San José
- Presentations by Canadian participants of their technologies and solutions
- Scheduled one-on-one meetings with local ICT companies in both markets
- A networking cocktail event with key industry executives

The Canadian Embassy in both markets will make arrangements so that participants can obtain low rates at selected hotels in both cities.