I. TELECOMMUNICATIONS  
A. Hardware and network providers for telephone (including cellular) and digital communications  
B. Expanding field in developing nations  
C. Direct correlation between gross domestic product (GDP) and number of phone lines per capita  

II. DEVELOPING NATIONS  
A. Represent over 77% of world’s population  
B. Also represents 5% of world’s phone lines  
C. At least 47 countries with less than 1 phone per 100 people  
D. Asia  
   1. South Korea  
   2. Singapore  
   3. Indonesia  
   4. Thailand  
   5. Taiwan  
   6. India  
   7. Sri Lanka  
   8. China  
E. Europe and Africa  
   1. Latvia  
   2. Hungary  
   3. Russia  
   4. Czech Republic  
   5. Turkey  
   6. Poland  
F. South America  
   1. Peru  
   2. Nicaragua  
   3. Panama  
   4. Paraguay  
   5. El Salvador  
   6. Chile  
G. Advantages  
   1. High-end, long-term return  
   2. Greater potential for growth than in U.S. or Europe  
H. Disadvantages  
   1. Unstable government and/or economy  
   2. Corruption and/or local opposition  
   3. Unpredictable nationalism
III. Foreign Competitors
A. North America
   1. AT&T
   2. Bell Atlantic
   3. Motorola
B. Europe
   1. STET (Italy)
   2. Alcatel Alsthom
   3. Siemens
C. Japan
   1. NEC
   2. Samsung Group
D. Strategy
   1. Influx of hardware and technology
   2. Network setup and skilled maintenance or training
   3. Guaranteed stake in future revenues
   4. Possibly a soft loan, joint venture, or build-operate-transfer clause
E. Benefits
   1. Employment opportunities
   2. Upgraded communications and networking possibilities
F. Selling point – Everybody wants to use the phone