

British Columbia Wireless Communications Suppliers

British Columbia's wireless communications supplier sector is a world-renowned part of the province's telecommunications supplier industry. British Columbia's telecom suppliers have a strong legacy in wireless products and systems. Over the years, the wireless companies in British Columbia have played a leading role in many fields of wireless development, including mobile telephones, mobile telephone systems, mobile data terminals, mobile data systems and applications, paging and two-way paging, CDPD (cellular packet data) and other wireless modems, Ka band satellite communication terminals, M-Sat terminals, 900 MHz and other advanced cordless telephones, as well as many other RF systems, products and components.

The world wireless telecom market is undergoing phenomenal growth and British Columbia's wireless companies are well positioned to take advantage of this growth. Thanks to the breadth and the depth of British Columbia's large pool of engineering and development talent, many wireless telecom products and services developed in British Columbia have become successful products in the world market.

British Columbia's proximity to the United States provides easy access to a large market for advanced wireless telecom products. As Canada's gateway to Asia, British Columbia is also strategically located for companies that want to pursue opportunities in rapidly growing wireless markets in the Asia Pacific.



Photo courtesy of Spectrum Signal Processing

Similar to the broader telecom sector, the wireless supplier sector is comprised of well-known multinational companies that have invested in British Columbia and a large number of homegrown companies, many of which have become leaders in their respective markets. The T-Net 20, an index of the 20 largest publicly traded British Columbia technology companies, includes five wireless communications companies (July 17, 2000). The companies list in this short sector profile provide a sample of the diversity and the capabilities of British Columbia wireless suppliers.

BMS Communications Services

Since 1980, BMS Communications Services has become a leading multi-service network integrator providing voice, data, video and wireless solutions. Offering a unique and diverse portfolio of services, BMS designs, deploys, optimizes, manages and maintains wireless networks. Based in Vancouver, BMS has regional offices in Edmonton, Toronto, Montreal and Seattle.

BMS provides complete project management, site acquisition, network design, microwave transmission engineering, equipment engineering, installation, testing, commissioning, system operation and maintenance services for telecom carriers and equipment vendors. BMS has completed thousands of projects around the globe, ranging from the installation of a single cell site to multi-year, national deployment contracts. BMS clients include wireless carriers such as Rogers AT&T and Lucent; equipment vendors such as Harris, Alcatel, Ericsson, Motorola and Lucent; and wireless broadband data carriers such as Maxlink.

www.bmscom.com

Digital Dispatch Systems Inc.

Digital Dispatch is a global provider of turnkey wireless mobile data solutions focusing on real-time dispatching, vehicle location and tracking, and computerized routing and scheduling. Digital Dispatch is a world leader in providing solutions for the taxi market and also provides solutions for the courier, automobile association, airport shuttle and vehicle location and tracking markets.

The company has installed more than 35,000 wireless mobile data devices and 120 wireless data systems. Digital Dispatch's turnkey wireless mobile data solutions include market-specific application software, mobile and portable devices and infrastructure products.

www.digital-dispatch.com

Glentel

Glentel, a leader in turnkey solutions for wireless business communications in Canada, offers a full range of integrated wireless solutions and services for paging, cellular, two-way radio, wireless data and satellite communications systems.

Glentel designs, engineers and provides a nation-wide integrated service and support system, including system design and integration, maintenance and after-sale service, comprehensive billing and 24-hour customer service.

Founded in 1963 and headquartered in Burnaby, Glentel is now firmly established as a market leader after serving the needs of Canadians for 35 years.

www.glentel.com

Daniels Electronics Ltd.

Daniels Electronics Ltd. is a radio communications manufacturer specializing in highly reliable fixed and portable base stations and repeaters.

Daniels systems can be configured to work in different bands including VHF, AM, FM, UHF or 800 or 900 MHz. They can also be configured for trunking and crossband applications. Daniels radio systems are designed to work in extreme temperatures with minimal primary power sources (batteries/solar panels).

Daniels is registered to the ISO 9002 quality assurance system and all equipment is calibrated using standards set by the National Institute of Standards and Technology.

Major clients include forestry services, utilities, telephone companies, oil companies, transportation and public safety agencies.

www.danelec.com

Infowave Software Inc.

Founded in 1984, Infowave develops, markets and sells specialized software solutions that leverage the power of wireless communications to provide mobile access to e-mail, the Internet, corporate intranets and Web-based applications. Mobile workers needing real-time access to important corporate or desktop information when they are away from their desks use Infowave's solutions. Infowave's solutions span a variety of wireless networks and applications, as well as a spectrum of mobile devices ranging from laptop and handheld computers to digital mobile phones and pagers.

www.infowave.com

MDSI Mobile Data Solutions Inc.

With a suite of wireless connectivity, service management, and other service and mobile solutions delivered over the Internet or through traditional on-site implementations, MDSI is revolutionizing how companies sell and deliver services and how people purchase them. MDSI enables companies in any service market to manage mobile and on-site service workers to deliver better and more efficient services, and empowers those workers via wireless links to enterprise or Internet applications. MDSI enables consumers and businesses alike to purchase, schedule, confirm and track service appointments online without any human intervention.

Headquartered in British Columbia, MDSI has operations in the U.S. and Europe and approximately 100 major blue-chip customers worldwide.

www.mdsi-advantex.com

Norsat International Inc.

Norsat designs and engineers products for use in satellite communications.

In response to a shift in the role of satellites in communications networks, especially the Internet, the company has used its engineering strength to pursue a leadership role in the development and marketing of next generation satellite gateways and terminals. In 2000, Norsat received the world's first commercial orders for Ka-band satellite broadband user terminals. The units will be used for two-way Internet access in Europe and a distance-learning project in Korea. Norsat America, the company's U.S. subsidiary, markets and distributes satellite entertainment and Internet products, including DIRECTV®, to dealers across the U.S.

www.norsat.com

Sierra Wireless

As a leading provider of wireless data communications hardware and software products, Sierra Wireless is strategically positioned at the convergence of the Internet, mobile computing and wireless communications that is transforming how the world works.

The company's product line is the industry's broadest and most versatile, including PC cards for portable computers, rugged vehicle mounted modems, remote

transaction processing systems, OEM modules for embedded applications, telemetry modems and software tools and utilities. Over the past seven years, three different new Sierra Wireless products have been named leaders in their respective categories by industry analysts at Mobile Insights and Wireless for the Corporate User.

www.sierrawireless.com

Spectrum Signal Processing Inc.

Spectrum specializes in high-density, real-time processing systems. These highly sophisticated hardware and software systems network specialized computer chips together so customers can instantly process massive amounts of data.

Spectrum's network solutions team focuses on wire-line infrastructure and wireless local loop applications. Spectrum's wireless systems group targets the communications intelligence and wide area wireless communications markets, particularly satellite and cellular.

Spectrum is headquartered in Burnaby with field offices in the United States and the United Kingdom. The company is publicly traded on the NASDAQ (SSPI) and the Toronto Stock Exchange (SSY).

www.spectrumsignal.com

TELOS Technology

Headquartered in Richmond, TELOS Technology develops and supplies wireless telecommunications systems worldwide. TELOS products are full featured, cost effective and modular resulting in scaleable solutions ranging from very small systems in the wireless office or campus environment to very large integrated cellular networks for urban centres.

TELOS' product family (Sonata) includes MSCs, HLRs, authentication centres, access tandems, voice-mail systems and prepaid/debit products. The Sonata product family is designed for the 1G (AMPS), 2G and 3G wireless network environments as well as wireless enterprise and IP telephony markets.

www.telostech.com

TRL Broadband Wireless Inc.

Founded in 1987, TRL develops and manufactures innovative microwave and millimetrewave components and broadband wireless systems for the global market.

In the area of components, TRL has successfully developed and supplied LNBs, synthesizers, SSPAs, and SATCOM ground terminals, digital transceivers, using HMIC (hybrid microwave integrated circuit), MHMIC (miniature hybrid microwave integrated circuit) and GaAsMMIC (gallium arsenide monolithic microwave integrated circuit) technologies. In the field wireless systems, TRL has developed MMDS (microwave multipoint distribution system) systems as well as broadband LMCS/LMDS (local multipoint communications system/local multipoint distribution system) systems.

www.trl-microwave.com

WaveCom Electronics Inc.

WaveCom's microwave research laboratory in Victoria, British Columbia produces product designs for broadband wireless technologies at new worldwide RF spectrum allocations from 1.8 GHz to 32 GHz and beyond.

WaveCom's new line of compact, high-performance subscriber transceivers allows businesses and individual users to quickly acquire new broadband wireless services such as high-speed two-way Internet access, IP telephony and digital video-on-demand.

These low-power microwave transceivers combine WaveCom's innovation and microwave design expertise with the latest available microwave component technology for advanced solutions that lead the industry. A complementary line of microwave hub transmitters and receivers is currently being designed.

www.wavecom.ca

The Government of British Columbia supports the wireless communications industry by:

- investing in the province's post-secondary education system;
- encouraging innovation with its research and development tax credit;
- providing program funding delivered by agencies such as the Science Council of British Columbia; and
- promoting B.C.'s knowledge-based industries to investors and export markets.

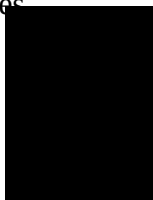
For more information, contact:

B.C. Trade and Investment Office

Michael Lee, Sector Manager
730 – 999 Canada Place
Vancouver, B.C. Canada V6C 3E1

Tel: (604) 844-3115
Fax: (604) 844-1926

E-mail: Michael.Lee@gems3.gov.bc.ca
www.cse.gov.bc.ca/industryprofiles/comspace/



Ministry of Competition, Science and Enterprise