

investments go awry.

The power and telephone equipment supplier may halve the stake in bought in 1998 in Tele Norte Leste Participacoes SA, Brazil's largest telephone company.

It has slashed its share in an Amazon phone venture, and is trying to salvage a profit from its role in the Iridium global satellite telephone project.

### **PSINet Acquires STI**

PSINet (PSIX) would become Brazil's third-largest Internet service provider (ISP) with their acquisition of the domestic provider STI for an undisclosed price.

Earlier this year it bought the Brazilian-based ISPs Open Link and Horizontes Internet.

### **InterParc Associados Selects Cincom's Full Customer Relationship Management Software Suite**

During CTI Expo that InterParc Associados, LTDA, Sao Paulo, Brazil, Cincom Systems Inc., announced has purchased the Cincom Encompass application suite to provide Customer Relationship Management (CRM) services through its inbound and outbound call centers.

The contract is valued at approximately US\$1 million, and represents a full implementation of Cincom's comprehensive CRM solution, including Call Center Sales and Service, WorkFlow FrameWork, Product and Service Configurator, and Document Processing.

### **MPE Forms Joint Venture with Emte**

The Rio de Janeiro-based group Montagem e Projeto Empresarial (MPE), with revenues of R\$270 million per year from its engineering, industrial, agroindustrial and railways businesses, created a new company that will install and service telecom systems.

The company was spawned from a joint

venture of the Emte group of Spain, which has vast experience in the European telecom market and is now beginning operations in Brazil via its partnership with MPE.

With revenues of US\$140 million in 1998, the Emte group operates in three main areas of business: installment services for electric energy, telecommunications, and a mixture of the two.

### **BellSouth to Acquire Telephone Directory Publisher Listel**

BellSouth Corporation has acquired Listel-Listas Telefonicas S.A. (Listel), the largest telephone directory publisher in Brazil, from Abril S.A., a Brazilian media group, and MediaOne Group Inc.

Terms of the deal will be provided to the Brazilian regulatory authority, but are not being publicly disclosed.

Listel's service territory, which includes the State of Sao Paulo and the interior of Brazil, complements a joint venture completed in January between BellSouth and OESP, a Brazilian media group, to publish directories in the city of Sao Paulo.

### **Andima Strengthens Partnership with Embratel**

The National Open Market Institutions Association (Andima) strengthened its partnership with Embratel to establish a national telecommunications network for markets, for which the group is offering more than 300 series of reports and histories on the financial system.

RTM has 140 access points currently, concentrated in Sao Paulo and Rio de Janeiro, via fiber optic cables. With the recently reached agreement, Andima plans to enlarge the service for the entire country and increase the access points to 350 by the end of 1999.

Through the RTM system, Andima allows access to 12 servers, among which are