

REPORT 4
89/05/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :505-JAKARTA

005-ADVANCED TECH. PROD.& SERV
INDONESIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
??????	CONYINUED PROMOTION THROUGH GOI CONTACTS OF CDN. CAPABILITIES	CONTINUALLY INCREASING MARKET SHARE
??????	PROMOTION OF CDN. SYSTEMS MANAGEMENT CAPABILITIES	GREATER MARKET ACCESS DOWNSTREAM FOR CDN. EQPT. & EXPERTISE
	PROMOTION OF CDN.TRAINING CAPABILITIES	SENSITIZATION OF DG POSTEL/PERUMTEL OFFICIALS TO CDN. TELECOMS CAPABILITY
	CONTINUING VISITS TO CDA.OF SEINOR DG POSTEL & PERUMTEL OFFICALS	GREATER AWARENESS OF CDN. CAPABILITIES
??????	SEMINARS & PHYSICAL DEMONSTRATIONS	INCREASED OPPORTUNITY TO WIN TENDER
	CIDA SHOULD PROVIDE MORE FINANCING BACK-UP TO INDONESIA	INCREASE OPPORTUNITY TO WIN TENDER
	FINANCIAL BACKUP SHOULD BE MORE IN THE FORM OF SOFT LOANS OR GRANTS.	INCREASE OPPORTUNITY TO WIN TENDER
	SEMINARS & PHYSICAL DEMONSTRATIONS	INCREASE OPPORUNITY TO WIN TENDER
	CONVINCE CIDA TO PROVIDE MORE SOFT LOANS & GRANTS TO INDONESIA	INCREASE OPPORTUNITY TO WIN TENDER

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	CONTINUE TO ASSIST COMS IN PURSUIT OF TELECOMS PROJECTS - CONTINUE TO ASSIST COS IN PURSUIT OF AERIAL SURVEY/REMOTE SENSING ACTIVITIES,THROUGH LIAISON WITH GOI AND MONITORING OF IBRD & ADB PROJECTS.	EDC OFFERED CONCESSIONAL FINANCING IN SUPPORT OF CDN MARCONI TELECOMS PROP TO PERUMTEL. - TSI TELECOMS PROJ(OUTSIDE PLANT & IMS)CLOSER TO FRUITION. - POST REP REINFORCED CDN COS PRESENCE AT 3RD SOUTHEAST ASIAN SURVEY CONGRESS.
QUARTER: 2	-----	
QUARTER: 3	-Assist companies in pursuit of telecoms/comms projects. -Assist companies in pursuit of aerial survey/remote sensing,and meteorological data collection/processing projects.	-TSI & CMC proposals pending final decision by GOI - Geological Survey Canada(GSC)conducting study for GOI to set parameters for next 5 yr plan for geophysical survey. - Spar;MacDonald Dettwiler meteorological proj.prop.are proceed.
QUARTER: 4	-----	