

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 640-BOGOTA

005-COMM. & INFORM. EQP. & SERV
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TERRITORIOS NACIONALES PROJECT - TO OBTAIN BIDDERS TO REPLACE
ATI/IMC.

TO GET A PORTION OF THE PROJECT.

BCI NATIONAL LONG TERM TELECOMMUNICATIONS STUDY

1.0 MILLION OF TECH ASSIST. SALES AND LEADS ON
THE FUTURE EQUIP. REQ.

TELECOM: TRAINING PROJECT LABVOLT - ITEC.

\$ 0.2 MILLION OF LAB TRAINING EQUIPMENT.

TERRITORIOS NACIONALES PROJECT \$ 80 MILLION IN 3 PARTS EDC SECT.
31 LIKELY REQUIRED.

\$ 5 MILLION PORTION OF PROJECT.

TELECOM REGIONAL TURNKEY PROJECT 3 OR 4 AT \$5 TO \$10 MILLION EACH

\$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 005
PROMOTE SALE OF CDN COMPUTER EQPT/SOFTWARE FOR
MAJOR MIN OF JUSTICE PROJECT. GATHER MARKET
INTELLIGENCE ON FUTURE TELECOM PROJECT.

PROGRESS ON CDN/COL MOU ON INFORMATICS TO FACI-
LITATE COMMERCIAL CONTRACTS. SUPPORTED MARKETING
EFFORTS OF GLENAYRE & SR TELECOM REPS. SALE OF
\$29,000 IN ELECTRONIC EQPT BY ELECTROVERT.
011

QUARTER: 2 MONITOR OPPORTUNITIES FOR CDN FIRMS AS COLOMBIAN
TELECOM AGENCY BEGINS NEXT STAGE OF RURAL TELE-
COMMUNICATIONS PROJECT.

ADVANCE INFORMATION TRANSMITTED TO CDN FIRM ON
PLAN CARIBE UNO, FIRST PACKAGE OF NEW US\$247 MN
RURAL TELECOMMUNICATIONS PROJECT.

QUARTER: 3 INFO STAND AT CALI TELECOM CONFERENCE. INFO
GATHERING ON RURAL TELECOM & ANDEAN PACT SATEL-
LITE (CONDOR).

FOLLOW UP ON INQUIRIES REC'D AT ALI INFO STAND
MEETINGS ARRANGED FOR INTEL CAN WITH TELECOM ON
RURAL TELECOMMUNICATIONS PROJECT.

QUARTER: 4 PROVIDE MARKET INFO TO CDN COMPANIES ON MAJOR
RURAL TELECOM. PROGRAM. - SEEK TO OVERCOME RE-
GISTRATION BARRIERS TO TELECOM MARKET IN COLOM-
BIA. - PROMOTE TEMIC INVITATIONS TO TELECOM +
IETEL.

CLOSE LIAISON WITH COS. IN THIS SECTOR DURING
HITEC +TD IN CANADA. - EMBASSY PURCHASED REGIS-
TRATION DOCUMENTS FOR CCC. - IETEL + TELECOM
PRESIDENTS TENTATIVELY ACCEPTED.