

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 : 340-AMMAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DECISION BY SYRIAN TELECOMMUNICATIONS ESTABLISHMENT IN RESPECT OF  
BIDDERS FOR SAR PORTION OF REGIONAL FIBRE OPTICS LINK.

AWARD OF CONTRACT TO CDN GROUP.

DECISION BY STE OF SUPPLIER FOR NEW GENERATION OF SWITCHING EQUIP  
(PABX'S) OF WHICH CDN, GERMAN AND JAPANESE SUPPLIERS REMAIN IN  
RUNNING.

AWARD OF CONTRACT TO CDN SUPPLIER.

ON-GOING ASSISTANCE TO CDN EXPORTERS IN SALES EFFORTS TO CLIENTS  
SUCH AS THE SYRIAN SCIENTIFIC RESEARCH COUNCIL (SSRC) FOR CDN-MADE  
COMPUTER PERIPHERAL AND DATA NETWORKING PRODUCTS.

ADDITIONAL SALES OF CDN HARDWARE TO SSRC FROM  
CURRENTLY MODEST LEVELS & UTILIZE SUCH SALES  
AS PROMOTIONAL TOOL FOR OTHER POTENTIAL  
CLIENTS.

SECTORAL ANALYSIS OF COMMUNICATIONS PLANNING & PROCUREMENT STRA-  
TEGIES EVISIONED BY SAR WITHIN THE CONTEXT OF THE FORTHCOMING  
FIVE YEAR PLAN.

TIMELY ADVICE TO LOCAL AGENTS OF CDN SUPPLI-  
ERS & POTENTIAL NEW EXPORTERS OF ANTICIPATED  
MARKET REQUIREMENTS.

UTILIZATION OF CDN PARTICIPATION AT DAMASCUS INT'L FAIR TO EXPOSE  
SYRIAN AGENCIES TO NEW TECHNOLOGIES & DEVELOPMENTS IN TELECOM  
FIELD FOR POTENTIAL LOCAL APPLICATION.

POTENTIAL INTRODUCTION OF CELLULAR RADIO  
DEVELOPED IN CDA FOR UTILIZATION BY STE FOR  
REMOTE COMMUNICATIONS REQUIREMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PARTICIPATION AT 34TH DAMASCUS INTERNATIONAL  
FAIR.

IDENTIFICATION OF AGENT FOR CDN FIRM (MARMAH  
MICRO-SYSTEMS OF OTTAWA) IN COMPUTER FIELD AND  
ASSISTANCE IN LOCAL MARKETING EFFORTS THRU  
PARTICIPATION AT CANADIAN PAVILLION.

QUARTER: 4 -----