

REPORT 4  
88/02/02

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

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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 STRATEGIES EVISIONED BY SAR WITHIN THE CONTEXT OF THE FORTHCOMING FIVE YEAR PLAN.

TIMELY ADVICE TO LOCAL AGENTS OF CDN SUPPLIERS & 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: 3 -----

QUARTER: 4 -----