

REPORT 4  
88/10/21

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 : 303-NAIROBI

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

CONTINUE ASSISTING CANADIAN COMPANY IN EFFORTS TO OBTAIN TELEX SWITCHING CONTRACT UNDER WORLD BANK CREDIT.

CONTRACT IF SUCCESSFUL WORTH \$5 MILLION

CONTINUE TO ASSIST CDN COMPANY TO OBTAIN CONTRACT FOR RURAL TELECOMMUNICATIONS EQUIPMENT TO KENYA POSTS & TELECOMMUNICATIONS AUTHORITY.

CONTRACT VALUE \$1 MILLION PLUS POTENTIAL FOR DOWNSTREAM CONTRACTS.

GATHER MARKET INTELLIGENCE ON MAJOR COMPETITORS, DEVELOPMENT PLANS OF KENYA P & T AND ADVANCE TOR FOR TENDERS FOR USE BY DRIE, DEA, DOC.

INTRODUCE TWO NEW COMPANIES TO MARKET.

GATHER MARKET INTELLIGENCE ON INFORMATICS SECTOR AND REPORT TO DEA, DRIE, ETC.

INTRODUCE 2 NEW COMPANIES TO MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALE OF SR TELECOM RURAL AUTOMATION POINT TO MULTI POINT ACCESS RADIO EQUIPMENT AND CDN MARCONIS AUTO-TELEX SWITCHING EQUIPMENT TO THE KENYA POSTS & TELECOM CORP.

CONTINUED SUPPORT TO SRT AND CDN MARCONI IN PURSUING CONTRACTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----