

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 : 503-MANILA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

POST WILL CONTINUE TO NURTURE STRONG CADRE OF CONTACTS IN PLDT, MOTC AND PRIVATE SECTOR. WILL MONITOR AND REPORT MAJOR POLICY CHANGES. POST EXPECTS SOME INDUSTRY RESTRUCTURING.

CO-ORDINATION WITH EXPECTED CIDA SUPPORT FOR TELECOM SECTOR.

COMPLETE IDENTIFICATION OF CANADIAN TELECOM SUPPLY COMPANIES WHO HAVE OPPORTUNITIES IN THIS MARKET.

PROMOTE CANADIAN CAPABILITY WITH THE GOVERNMENT-OWNED OPERATING COMPANY, BUTEL AS WELL AS TO MEET WITH SEVERAL OFFICIALS FROM SOME OF THE LARGER RURAL TELECOM COMPANIES.

POST EXPECTS TO DEVELOP & MAINTAIN HIGH PRO-FILE IN SECTOR RESULTING IN MORE ADVANCE INFO LEADING TO STRONGER EXPORT PERFORMANCE.

SOME SHARE OF CIDA PROGRAM DEVOTED TO TELECOM SECTOR.

INCREASE PARTICIPATION RATE OF CDN SUPPLIERS IN THE PHILIPPINE TELECOM SECTOR.

IDENTIFY SALES OPPORTUNITIES FOR BOTH SECOND HAND (CROSS-BAR, STEP-BY-STEP) TELECOM EQUIPMENT AS WELL AS TO IMPROVE CANADIAN PROFILE IN BUTEL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -ENSURE CDN PARTICIPATION IN PHILCOMSAT TENDER FOR ANTENNEA, PLDT METRO MANILA EXPANSION, PLDT CELLULAR RADIO TENDER; -SRT RADION TELECOM TECHNOLOGY DEMONSTRATION.

-SPAR AEROSPACE GAVE TECH. BRIEFING & WILL BID ON TENDER NT TO BID ON METRO MANILA EXPANSION; -PARTICIPATED IN PHIL-TELECOM WEEK CONFERENCE; -NOVATEL GAVE TECH. BRIEFING & WILL BID ON 500 UNITS; -MOTC IN PROGRESS OF SELECTING EXEC. AGENC

QUARTER: 2 SUPPORT SPAR BID FOR SAT-EARTH STN & NOVATEL BID FOR CELLULAR PHONE & NT PART'N IN PLDT X-5 EXPANSION PROG. -SUPPORT WESCOM CPPF FOR TELECOM TRAINING STUDY. -SRT RURAL RADIO TELECOM TECH. DEMO PROJ. -SUPPORT MOTOROLA OFFER OF RADIO COMM.

SPAR LOST OUT TO NEC. NOVATEL BID STILL UNDER CONSIDERATION, NT INVITED TO BID ON PLDT (X-5) PROG. -WESCOM VISITED POST IN SEPT. TO DISCUSS -PROJ APPROVED BY CIDA BILATERAL IN SEPT. -CIDA BILATERAL CONSIDERING BOTH UNDER TELECOM PORTION

QUARTER: 3 SUPPORT NT BID FOR DMS-10 MISORTEL. ASSIST CIDA APPROVAL OF RURAL RADIO TELEPHONE FIELD TRIAL. MONITOR PLDT X-5 EXPANSION PROGRAM. SUPPORT CDN PARTICIPATION IN CELLULAR PHONE PROGRAM.

PROVIDED EDC WITH FINANCING TERMS BEING OFFERED BY COMPETITION(KOREA). MOU SIGNED DECEMBER. INFO & INTELLIGENCE EXCHANGED ON REG. BASIS WITH LOCAL NT OFFICE. NOVATEL HAS SUBMITTED BID-AWAITING DECISION.

QUARTER: 4 ASSIST DEVELOPMENT OF PROJECTS FOR CIDA TELECOM AID COMPONENT. - SUPPORT NORTHERN TELECOM'S BID TO MISORTEL AND PLDT.

CPPF APPLICATIONS SUBMITTED. NORTEL AND CONSORTIUM OF 3 OTHER CDN COYS DEVELOPING PROJECT IN MINDANAO - DOTC OFFICIALLY NOTIFIED OF CDN INTEREST. - NT REC'D EDC (SEC 31) FINANCING SUPPORT FOR DMS-10 CONTRACT AWARD EXPECTED SOON. NT HAS/