

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 : 304-LAGOS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

GOVERNMENT OF NIGERIA STILL UNDECIDED ON PURCHASE OF SATELLITE TECHNOLOGY AND ITS IMPLEMENTATION. TENDERS CALLED FOR REHABILITATION OF EARTH STATIONS.

EVALUATION UNDERWAY OF RURAL TELECOMMUNICATIONS OPTIONS, INCLUDING TRIAL OF SR TELECOM'S SR100 EQUIPMENT.

OUTSTANDING REQUIREMENT ON PART OF NITEL TO UPGRADE AND PURCHASE EXCHANGE AND SWITCHING EQUIPMENT. POST WILL ANALYSE PLANS, OBTAIN TENDERS AND REPORT OPPORTUNITIES TO DRIE, DEA, DOC.

OBTAIN FROM NITEL & MINISTRY OF COMMUNICATIONS FORECAST OF PROJ. & REQUIREMENTS IN COMMUNICATIONS SECTOR AND DISSEMINATE TO CANADIAN COMPANIES.

PROMOTION OF CANADIAN MANUFACTURERS WITH NITEL AND MINISTRY OF COMMUNICATIONS.

FOLLOW-UP AND REPORT ON TENTATIVE PLANS TO ALLOW MODEST PRIVATIZATION OF SOME OF NITEL'S FUNCTIONS & TO UNDERTAKE SOME EQUIPMENT ASSEMBLY AND/OR REPAIR IN NIGERIA.

ANTICIPATED RESULTS:

SATELLITE PROJ WILL PROCEED & SPAR WILL BE SUCCESSFUL SUPPLIER. POST WILL CONTINUE TO PURSUE ANCILLIARY OPPORT. INCLUDING TRAINING AND TECHNOLOGY TRANSFERS.

FUNDING WILL BE ALLOCATED TO SECTOR, SR TELECOM'S FIELD TRIALS SUCCESSFULLY COMPLETED AND SALES TO FOLLOW (EG. TO STATE GOVTS).

SUCCESSFUL SALES BY CANADIAN COMPANIES WILL AIM TO GET FIRM PREQUALIFIED AND SHORTLISTED.

IMPROVED INFORMATION FOR CANADIAN SUPPLIERS AND LONGER LEAD TIME FOR MARKETING EFFORTS.

INTRODUCTION OF 1 NEW COMPANY TO NIGERIAN MARKETPLACE & ENHANCE POSITION OF THOSE WITH EXISTING OR PAST PRESENCE.

CONTACT FOR CANADIAN COMPANIES WITH NEW PLAYERS IN SECTOR AND EVALUATION OF POTENTIAL FOR JOINT VENTURES IN NIGERIA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SATELLITE: REFURBISHMENT OF EARTH STATIONS IN NIGERIA & SETTLEMENT OF DISPUTE IN GHANA. IMPROVE ACCESS OF CANADIAN COMPANIES TO MARKET AND BUILD AWARENESS OF CANADIAN CAPABILITIES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

MONITORED NIG CONTRACT (NOT YET AWARDED) & DISPUTE IN GHANA (PROGRESS TOWARDS RESOLUTION BEING MADE) CONTINUED LIAISON WITH NITEL & MINISTRY. SUCCESSFUL INTRODUCTION OF 2 NEW COS TO MKT WITH APPOINTMENT OF REPRESENTATIVES.