

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 : 303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

GIVEN SUCCESS OF AFRICA TELECOMS 86, POST IS ASSISTING CANADIAN COMPANIES IN SELECTION OF LOCAL AGENTS.

BELL CANADA INTL HAS BEEN ASKED TO PRE-QUALIFY IN CONNECTION WITH PROGRAM TO UPGRADE TRAINING FACILITIES.

AFRALTI-CANADIAN COMPANIES ADVISED ABOUT CONSULTANCY AND EQUIPMENT REQUIREMENTS FOR AFRICAN ADVANCED LEVEL. TRAINING INSTITUTE BEING FINANCED BY UNIDO - US\$3 MILLION.

GATHER MARKET, INTELLIGENCE ON MAJOR COMPETITORS.

GET AGENTS FOR SIX CANADIAN COMPANIES AND INCREASE FAMILIARITY WITH CANADIAN TELECOM CAPABILITIES.

HAVE BCI SHORTLISTED FOR PROJECT.

OBTAIN CONTRACT FOR AT LEAST ONE CANADIAN COMPANY.

INCREASE AWARENESS OF CANADIAN COMPANIES ABOUT COMPETITION THEY FACE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT CDN MARCONI & SR TELECOM IN SALES OF TELEX & RURAL TELECOMS EQPT REPECTIVELY TO K. P. & T.C. CONSULTANCY RE W.B. TELECOM III.

NUMEROUS MEETINGS HELD WITH KP&TC, CDN COYS THEIR AGENTS AND EDC. (KEY IS WHETHER OUR FINANCING IS COMPETITIVE). BCI NUMBRE 3 ON PRICE. CONTRACT NOT YET AWARDED.

QUARTER: 2 CONTINUED SUPPORT FOR PROMOTION SR TELECOM AND CANADIAN MARCONI FOR SALES OF RURAL TELECOMS EQPT AND TELEX EQPT RESPECTIVELY.

MEETING HELD WITH KP&TC OFFICIALS, EDC, CANADIAN COYS AND THEIR AGENTS. FINANCING IN CASE OF SWITCHING EQPT MIGHT NOT BE SUFFICIENTLY COMPETITIVE. HOWEVER AS RURAL TELECOMS DOEN NOT DEPEND ON EXT. FINANCING, CHANCES APPEAR REASONABLE

QUARTER: 3 PROMOTE SALE OF CDN MARCONI AUTO TLX SWITCHING EQPT TO KENYA POSTS & TELECOM CORP. PROMOTE SALE OF SR TELECOM RURAL AUTOMATION POINT TO MULTI-POINT ACCESS RADIO EQPT TO KPT&C.

CONT'D SUPPORT FOR CDN MARCONI & SR TELECOM AT MEETINGS WITH KPT&C OFFICIALS TOGETHER WITH EDC OFFICIALS. EDC HAS OFFERED FINANCING FOR CMC & SRT BIDS.

QUARTER: 4 -----