

POST :308-HARARE

005-ADVANCED TECH. PROD. & SERV
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA FINANCING HAS OPENED UP OPPORTUNITIES FOR TELECOMMUNICATION EQUIPMENT - RURAL COMMUNICATION SERVICES A PRIORITY INCREASED SHARE OF MARKET

MISSION TO KEEP CANADIAN EXPORTERS ADVISED OF OPPORTUNITIES IN SECTOR - TENDERS INCREASED SHARE OF MARKET

CANADIAN ORGANIZATIONS HAVE SUBMITTED PREQUALIFICATIONS FOR A NUMBER OF STUDIES CANADIAN INVOLVEMENT IN CONSULTANCIES

TO MAINTIAN CONTACT WITH UTILITIES ADVISING CANADIAN ORGANIZATIONS OPPORTUNITIES INCREASED CANADIAN INVOLVEMENT

SUPPORT OF JOINT VENTURE APPROACH TO MARKET BY SR TELECOM & MITEL ESTABLISHMENT CANADIAN ZIMBABWEAN JOINT VENTURE TELEPHONES & PABX

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED LIAISON WITH ZIMBABWE POSTS AND TELECOMMUNICATIONS CORP (PTC) RE REQUIREMENTS FOR WIDE RANGE OF EQUIPMENT. NUMBER OF CANADIAN COMPANIES HAVE SENT EXPRESSIONS OF INTEREST IN SUPPLYING REQUIREMENTS. SOURCE OF FUNDING STILL TO BE IDENTIFIED.

QUARTER: 2 Continued liaison with Zimbabwe Posts and Telecommunications Corp. (PTC) re requirements wide range equipment. Canadian companies have submitted expressions of interest in supplying. Key question is financing

QUARTER: 3 Zimbabwe posts and telecommunications (PTC) had requested details of cdn expertise in manufacture wide range of telecommunication equipment. Post has supplied brochures & price lists for range of eqpt. This has already led to interest fm sr. officials who have requ'd add'l info on individual cos capabilities. Cdn invlvmnt will depend on availability of grant aid/conces. finan.

QUARTER: 4 Post has supplied Zimbabwe Posts & Telecommunications Corp(PTC) with details of Cdn suppliers wide range telecommunication equipment and services. PTC is drawing up list of potential suppliers & Equipment in terms 5 year plan. Approaches will be made to respective Governments/suppliers.