

REPT4D  
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :640-BOGOTA

005-ADVANCED TECH. PROD. & SERV  
COLOMBIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS.  
WIN BUSINESS ON ONE OR MORE OF TURNKEY PROJECTS.

"CONDOR" SATELLITE PROJECT.  
WIN ALL OR PART OF CONTRACT.

DEVELOP NEW SECTORAL STRATEGY.  
PROVIDE BULLEPRINT TO GUIDE FEDERAL SUPPORT.

DEVELOP NEW INFORMATICS PROJECTS UNDER M.O.U. ON INFORMATICS  
INCREASE OUR MARKET SHARE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Cdn bids on rural telecom projects.  
Prepare sectoral report on Telecom/Electronics sales opportunity.  
Prepare extended sectoral overview of Electric power sales opportunities.

QUARTER: 2 PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS  
PREPARE SECTORAL REPORT

QUARTER: 3 -----

QUARTER: 4 -----

Minister of Mines and Energy and President of Ecopetrol invited to Canada.  
Two bids submitted in consortium with a Japanese trading house. Bids unsuccessful because Canada did not offer competitive financing.

CDN/JAPANESE BID ON RURAL TELECOM PROJECT LACKED CONCESSIONAL FINANCING OFFERED BY OTHER BIDS  
SECTORAL REPORT OUTLINING MARKET OPPS COMPLETED  
SR TELECOM WON US \$2 MILLION CONTRACT FOR COMMUNICATIONS EQUIPMENT FOR NEW OIL PIPELINE