

REPORT 4
88/02/02

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

page 71

POST : 303-NAIROBI

005-COMM. & INFORM. EGP. & 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 EGPT 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 NOMBRE 3 ON PRICE. CONTRACT NOT YET AWARDED.

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

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

QUARTER: 3 -----

QUARTER: 4 -----