

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 :319-DAMASCUS

005-ADVANCED TECH. PROD.& SERV
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

DECISION BY SYRIAN TELECOMMUNICATIONS ESTABLISHMENT (STE) REGARD-
ING PROCUREMENT OF SWITCHING AND PABX TECHNOLOGY DUE TO UNAVAILA-
BILITY OF EXTERNAL FINANCING.

POTENTIAL CONTRACT AWARD FOR TWO PROJECTS TO
NORTHERN TELECOM IF FINANCING COULDBE PUT IN
PLACE.

ON GOING ASSISTANCE TO CDN FIRMS SUCH AS MARMAH MICROSYSTEMS,
ALIS AND GANDALF IN MARKETING EFFORTS TO KEY PUBLIC SECTOR
AGENCIES IN SYRIA.

ENHANCED MARKET PENETRATION BY CDN SUPPLIERS
OF COMPUTER HARDWARE AND SOFTWARE SYSTEMS.

ASSESSMENT OF PRIVATE SECTOR CAPABILITY IN COMPUTER FIELD (PRES-
ENTLY CONFINED TO ENTERTAINEMENT APPLICATIONS) IN ORDER TO IDENT-
IFY POTENTIAL LOCAL AGENTS FOR CDN SUPPLIERS.

POTENTIAL BASIS FOR RECRUITEMENT OF PARTICIP-
ANTS FOR INCOMING COMPUTER TECH MISSION TO
CDA.

TO WORK CLOSELY WITH NORTHERN TELECOMM TO UNDERTAKE VISIT TO CDA
BY DIRECTOR GENERAL OF STE FOR DISCUSSIONS WITH INDUSTRY AND GOVT
CONCERNING SWITCHING AND PABX PROJECTS.

POTENTIAL AVAILABILITY OF CREDIT FACILITIES
TO STE IN ORDER THAT INITIAL EQUIP PROCUREME-
NT CAN BE UNDERTAKEN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----