

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 : 521-ISLAMABAD

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

LOBBYING WITH PTT AND MINISTRY OF COMMUNICATIONS TO OBTAIN A
"NO OBJECTION CERTIFICATE" FOR CANADIAN-MADE PABX EQUIPMENT.

PROMOTION OF A CANADA-PAKISTAN SCIENTIFIC COOPERATION AGREEMENT
WITH SUPARCO FOCUSED UPON REMOTE SENSING AND SATELLITE TELECOM-
MUNICATIONS.

PREPARATION OF MARKETING REPORT ON PTT'S MODERNIZATION PLAN AND
DISSEMINATION TO CANADIAN EXPORTERS.

PROMOTION OF MAJOR CANADIAN MANUFACTURERS WITH PTT AND GOVERNMENT
OF PAKISTAN.

ASSISTANCE FOR NEGOTIATIONS LEADING TO A SCIENTIFIC COOPERATION
AGREEMENT WITH SUPARCO.

IMPLEMENTATION OF AT LEAST ONE JOINT-VENTURE
WITH A LOCAL COMPANY BEFORE THE END OF CFY
86/7.

START A DIALOGUE BETWEEN EXT AFF HQ AND
GOVERNMENT OF PAKISTAN ON A POSSIBLE
AGREEMENT.

DISSEMINATION OF ADVANCE INFORMATION ON PTT'S
REQUIREMENTS LEADING TO MINIMUM TWO CANADIAN
BIDS ON ITS TENDERS.

NEW PROPOSALS BY AT LEAST ONE CDN COMPANY FOR
A LOCAL INVESTMENT IN TELECOMMUNICATIONS
EQUIPMENT MANUFACTURING

CONCLUSION OF AN AGREEMENT LEADING TO TECH-
NICAL EXCHANGE ON PAKISTAN'S SATELLITE
PROGRAM.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 HELP NORTHERN TELECOM (NT). OBTAIN NO OBJECTION
CERTIFICATE FOR MITEL. PROMOTE CANADA-PAKISTAN SC-
IENTIFIC COOP AGREEMENT WITH SUPARCO. PREPARE
MARKETING REPORT.

QUARTER: 2 -HELP NORTH. TELECOM TO RESOLVE PABX PROBLEM
WITH PTT. -DETERMINE PTT'S INTENTION ABOUT
SECOND DIGITAL SWITCHING FACTORY. -PROMOTE CDA-
PAKISTAN SCIENTIFIC COOPERATION AGREEMENT WITH
SUPARCO.

QUARTER: 3 HELP NT TO RESOLVE PABX PROBLEM WITH PTT. HELP
PROMOTE NORTH. TELECOM'S EFFORTS TO BID FOR 2ND
DIGITAL SWITCHING FACTORY. PROMOTE CDA PAKISTAN
SCIENTIFIC COOPERATION AGREEMENT WITH SUPARCO.

QUARTER: 4 -----

NORTHERN TELECOM CANCELLED ITS HIGH LEVEL VISIT
TWICE & HAS MAJOR PROBLEM WITH ITS EXISTING CON-
TRACTS. NO OBJECTION CERTIFICATE OBTAINED. OUR
MARKETING REPORT PREPARED & DISTRIBUTED. BCI SUD-
DENTLY DROPPED PAK-A MAJOR BLOW TO OUR EFFORT.

-NT VISITED PTT IN AUGUST. BOTH ORGANIZATIONS
AGREED ON HOW TO RESOLVE PABX PROBLEM. -PTT
INTENDS TO REQUEST NT TO BID ON SECOND FACTORY.
-DRAFT AGREEMENT APPROVED BY GOVERNMENT OF
PAKISTAN.

NT HAS BEEN UNABLE TO RESOLVE PABX INTERFACE PRO-
BLEM. POST HAS URGED NT TO RESOLVE PROBLEM. NT/
NETAS PREPARING BID FOR 2ND DIGITAL FACTORY.
DRAFT AGREEMENT APPROVED BY GOV'T OF PAKISTAN
SENT TO OTTAWA FOR APPROVAL.