

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 :303-NAIROBI

SECTOR :005-ADVANCED TECH. PROD. & SERV  
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

CONTINUE ASSISTING CDN MARCONI TO OBTAIN AUTO TELEX SWITCHING CONTRACTS WORTH C\$7.4 MILLION (C\$5.6 MILLION PLUS C\$1.8 MILLION ADD-ON TO FOLLOW).

CONTINUE TO ASSIST SR TELECOM TO OBTAIN CONTRACT W/KPTC IF SUCCESSFUL, SALE OF 60 SYSTEMS VALUED AT OVER US\$20 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Canadian Marconi bid for telex switching contract, and SR Telecom concerning rural access radio equipment.

Canvassing on behalf of Marconi with Minister & PS in the face of threatened cancellation of the award. To date no definite decision made by Kenyans. Liaison with SRT agent & KP&TC to keep abreast of developments in project proposal.

QUARTER: 2 Support Canadian Marconi bid for telex switching contract, and SR Telecom concerning rural access radio equipment.

Met with finance Perm Sec who has found option which would avoid need for sovereign guarantee. He urged Marconi return resolve problem with Ngeny. SRT agent advises that KPTC board will meet to review and authorise transaction.

QUARTER: 3 -----

QUARTER: 4 Support efforts of SR telecom in sale of rural telecom system to KPTC. Provide follow up to Marconi's pursuit of auto telex switching eqpt with KPTC.

SR Telecom contract for Cdn dlrs 23.5 million was signed with KPTC in mid March. Initiated loan negotiation process on behalf of EDC. Clarified for Marconi, and EDC, KPTC final decision not to proceed with auto telex switching eqpt.