

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 : 340-AMMAN

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PENDING DECISION FROM THE JORDAN TELECOMMUNICATIONS CORP.  
REGARDING POTENTIAL PROCUREMENT OF A "THIRD FAMILY" OF SWITCHING  
PRODUCTS.

INITIATION OF PRIVATIZATION ANALYSIS BY JORDANIAN AUTHORITIES  
REGARDING TCC.

IMPROVED TECHNICAL AND SERVICE TRAINING TO LOCAL REPS BY CDN  
FIRMS IN COMPUTER AND INFORMATICS FIELD.

PENDING SELECTION OF CANADA AS SUPPLIER FOR THE SYRIA-JORDAN KSA  
FIBRE OPTICS PROJECT, UTILIZE THIS AWARD AS INCENTIVE FOR ADDITIO-  
NAL CDN FIRMS TO EXPLORE MARKET, WITH FOCUS IN TRAINING AREAS.

SUPPORT FOR SEMINAR PROGRAMMES OF CDN FIRMS IN LOCAL MARKET TO  
PROSPECTIVE CUSTOMERS.

SUBSTANTIVE CONSIDERATION OF CDN SOURCES OF  
SUPPLY & POTENTIAL AWARD OF A CONTRACT TO  
NORTHERN TELECOM OR SIMILAR SUPPLIER.

POTENTIAL ROLE FOR CDN CONSULTANTS IN "OPERA-  
TIONAL" ASPECTS OF A PRIVATIZED TELECOM  
AUTHORITY LOCALLY.

ADDITIONAL ORDERS FOR DATA NETWORKING & PERI-  
PHERALS BASED UPON LOCAL CAPABILITY IN PROVI-  
DING SUPPORT AND SERVICE ONCE PRODUCTS INS-  
TALLED WITH LOCAL CUSTOMERS.

PRESENCE OF CDN INSTRUCTORS WITH TCC AND  
PRIVATE SECTOR CLIENTS IN TELECOM AND  
INFORMATICS SECTOR.

ADDITIONAL SALES BUILDING UPON MODEST RESULTS  
ACHIEVED TO DATE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR THE EFFORTS OF NORTHERN TELECOM LTD.  
IN NEGOTIATIONS WITH THE PUBLIC SECURITY DIREC-  
TORATE FOR THE SUPPLY OF TELECOM PRODUCTS.

QUARTER: 2 -----

QUARTER: 3 PROMOTION OF CDN PRODUCTS & TECHNOLOGIES FOR  
ANTICIPATED TCC PROCUREMENT ON 3RD FAMILY OF  
SWITCHING PRODUCTS & OTHER SYSTEM REQUIREMENTS  
IN JORDAN.

QUARTER: 4 SUPPORT EFFORTS OF CANADIAN EXPORTERS IN  
PROCUREMENT PROGRAMS OF TCC AND OTHER MAJOR  
PUBLIC SECTOR PURCHASERS.

CONTRACT AGREEMENT BETWEEN NORTEL & PSD ACHIEVED  
ON 13 JUNE. VALUE OF NORTEL PACKAGE FOR SWITCHIN  
& DATACOM PRODUCTS EST. AT CDN \$18 MILLION.  
FINAL SIGNATURE EXPECTED BY END JULY.

SUCCESSFUL PARTICIPATION BY TCC DIR. GEN. ISMAIL  
IN TEMIC PROGRAM IN CDA. SECTOR UPDATE CONCLUDED  
BY POST & SUBMITTED TO HQ ON BASIS OF PLANNED  
PROCUREMENT PROGRAM OF TCC IN EARLY 1988.

ASSISTANCE TO EDC IN FINALIZATION OF LOAN NEGS  
FOR PSD/NORTEL CONTRACT; ASSISTANCE IN MARKETING  
EFFORTS OF NORTEL, CANADA WIRE, TDL AND OTHER  
POTENTIAL BIDDERS IS TCC 1988-89 PROCUREMENT  
PROGRAM (DLRS 240 MILL).