

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.

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

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

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

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

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

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

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

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

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.

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.

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.

-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.

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.

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.

QUARTER: 4 -----