

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 : 402-ATHENS

005-COMM. & INFORM. EGP. & SERV
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SEND TENDER ANNOUNCEMENTS OF THE HELLENIC TELECOMMUNICATIONS ORGANIZATION TO DRIE AND CDN INDUSTRY.

PARTICIPATION OF CANADIAN COMPANIES IN TENDERS FOR THE PURCHASE OF TELECOMMUNICATION EQUIPMENT.

HELLENIC TELECOMMUNICATIONS ORGANIZATION HAS ISSUED TENDER FOR THE ESTABLISHMENT OF A DATA PROCESSING SYSTEM. POST IS FOLLOWING UP.

ALERT CANADIAN COMPANIES WHEN TENDER IS ISSUED, AND OF RESULTS.

THE GOVERNMENT IS DISCUSSING THE POSSIBILITY OF PERMITTING THE INTRODUCTION OF SATELLITE TV. POST IS MONITORING FOR DECISION.

ALERT CANADIAN COMPANIES WHEN PROJECT IS ANNOUNCED AND TENDERED.

EVALUATE POTENTIAL FOR SOLO-SHOW PRESENTATION FOR SOFTWARE-TO INSTITUTIONS AND GOVERNMENT.

SEMINAR AND PRESENTATION BY 5-6 CANADIAN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TRANSMIT TENDER ANNOUNCEMENTS TO CANADA. ASSIST NORTHERN TELECOM IN OBTAINING CONTRACT FOR PACKET SWITCHING SYSTEM. MONITOR DEVELOPMENT REGARDING INTRODUCTION OF SATELLITE TV. PREPARE FOR INFORMATICS SOLO-SHOW.

NO RELATED TENDERS ISSUED. PACKET-SWITCHING AWARDED TO SPANISH COMPANY. PREPARATORY WORK FOR SOLO-SHOW COMPLETED.

QUARTER: 3 TRANSMIT TENDER ANNOUNCEMENTS TO CDA. ASSIST NORTHERN TELECOM IN OBTAINING CONTRACT FOR PACKET SWITCHING SYSTEM. MONITOR DEVELOPMENT REGARDING INTRODUCTION OF SATELLITE TV. PREPARE FOR INFORMATICS SOLO-SHOW.

TRANS. TENDER ANNOUNCEMENTS/DOCUMENTS TO CDN COS PREPARING TO PART. IN EARTH SATELLITE GROUND STN FOR HELLENIC TELECOM. ORG. ASSISTED AIR TRAINING SYSTEM IN OFFERING FOR RADAR SIMULATOR TO CIVIL AVIATION AUTHORITY. ASSIST SR TELECOM RE RURAL

QUARTER: 4 -----