

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PURSUe CONTACTS IN CONTINUING BASIS WITH ASETA PERSONNEL RE
CONDOR SATELLITE PROJECT

DEVELOP COMPREHENSIVE LIST OF TELECOM AGENTS AND OBTAIN DEVELOP-
MENT PLAN OF IETEL.

ENCOURAGE INDIVIDUAL CDN COMPANIES PRESENTATIONS TO NATIONAL
TELECOM COMPANY (IETEL) OFFICIALS

ANTICIPATED RESULTS:

WIN CONTRACT BY TELESAT AND/OR SPAR AEROSPACE

RECOMMEND TO CDN COMPANIES RELIABLE AND EXPE-
RIENCED AGENTS AND PLAN LONG TERM ACTIVITIES.

EDUCATE IETEL PROJECT LEADERS ON CDN TECHNO-
LOGY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 COL-SIGN INFORMATICS MOU.
COL-INFORM CDN COS OF EVOLVING OPPORTUNITIES FOR
RURAL TELECOM PROJECTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

COL-INFORMATICS MOU SIGNED AFTER 3 YEARS OF DIS-
CUSSION, OFFERS LEGAL BASE FOR JUSTICE INFORMATI-
ZATION PROJ. ECU-MDA OF VANC SIGNED \$25MN CONT-
TRACT TO SUPPLY SATELLITE MAPPING EQUIP. COL-POST
ASSISTED C. ITOH COLOMBIA TO CONTACT CDN SUBCONTR