

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 : 340-AMMAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PENDING DECISION ON PART OF TELECOMMUNICATIONS CORP. (TCC) TO PROCEED WITH PARTIAL PRIVATIZATION PROGRAM AND PROCUREMENT OF THIRD FAMILY OF SWITCHING PRODUCTS.

WORLD-BANK FUNDED PROCUREMENT OF RURAL TELEPHONE EQUIPMENT TO LINK OUTLYING TOWNS AND VILLAGES WITH NATIONAL TELEPHONE GRID.

PRIVATE SECTOR INITIATED SEMINAR PROGRAMS IN JORDAN FOR LOCAL COMPUTER USERS/CUSTOMERS IN DATA NETWORKING TECHNOLOGY AND PRODUCTS FROM CDA.

POTENTIAL ESTABLISHMENT OF ASSEMBLY/PARTIAL MANUFACTURING FACILITY IN JORDAN BY LEADING CDN TELECOMM EQUIPMENT.

INTRODUCTION OF SELECTED CDN EQUIPMENT IN RURAL TELEPHONY TO TCC WITHIN CONTEXT OF BILATERAL DEVELOPMENT ASSISTANCE PROGRAM.

IDENTIFICATION OF CONSULTING AND EQUIPMENT SUPPLY OPPORTUNITIES FOR CDN FIRMS.

AWARD OF TENDERS TO CDN SUPPLIERS BASED UPON TIMELY ADVICE OF INTERNATIONAL BID OPPORTUNITIES.

GREATLY ENHANCED MARKET PRESENCE BY CDN SUPPLIERS BASED ON EFFECTIVE MARKETING AND SUPPORT PROGRAMS TO LOCAL USERS/CUSTOMERS.

CDN COMMITMENT TO JV/TT IN SECTOR WILL BE MANIFESTED TO AUTHORITIES AND ASSIST IN OVERALL SECTORAL EFFORTS IN KINGDOM.

ADDITIONAL PROCUREMENT OF CDN PRODUCTS AFTER SUCCESSFUL INTRODUCTION UNDER AID PROGRAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 RECEIPT OF BIDS BY TELECOMM CORP. (TCC) FOR FIRST PHASE OF 88-89 PROCUREMENT PROGRAM (WOODEN POLES AND CABLE REQUIREMENTS).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CDN SUPPLIER LOW BIDDER ON WOODEN POLE REQUIREMENTS; MID-TABLE PLACING BY CABLE SUPPLIER. BIDS UNDER ANALYSIS WITH SHORTLIST TO BE RELEASED IN 3 MTHS. GOOD PROSPECTS FOR CDN \$4.4 MN MINIMUM IN SALES.