

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 : 640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TERRITORIOS NACIONALES PROJECT - TO OBTAIN BIDDERS TO REPLACE  
ATI/IMC.

TO GET A PORTION OF THE PROJECT.

BCI NATIONAL LONG TERM TELECOMMUNICATIONS STUDY

1.0 MILLION OF TECH ASSIST. SALES AND LEADS ON  
THE FUTURE EQUIP. REQ.

TELECOM: TRAINING PROJECT LABVOLT - ITEC.

\$ 0.2 MILLION OF LAB TRAINING EQUIPMENT.

TERRITORIOS NACIONALES PROJECT \$ 80 MILLION IN 3 PARTS EDC SECT.  
31 LIKELY REQUIRED.

\$ 5 MILLION PORTION OF PROJECT.

TELECOM REGIONAL TURNKEY PROJECT 3 OR 4 AT \$5 TO \$10 MILLION EACH

\$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 005  
PROMOTE SALE OF CDN COMPUTER EQPT/SOFTWARE FOR  
MAJOR MIN OF JUSTICE PROJECT. GATHER MARKET  
INTELLIGENCE ON FUTURE TELECOM PROJECT.

PROGRESS ON CDN/COL MOU ON INFORMATICS TO FACI-  
LITATE COMMERCIAL CONTRACTS. SUPPORTED MARKETING  
EFFORTS OF GLENAYRE & SR TELECOM REPS. SALE OF  
\$29,000 IN ELECTRONIC EQPT BY ELECTROVERT.  
011

QUARTER: 2 MONITOR OPPORTUNITIES FOR CDN FIRMS AS COLOMBIAN  
TELECOM AGENCY BEGINS NEXT STAGE OF RURAL TELE-  
COMMUNICATIONS PROJECT.

ADVANCE INFORMATION TRANSMITTED TO CDN FIRM ON  
PLAN CARIBE UNO, FIRST PACKAGE OF NEW US\$247 MN  
RURAL TELECOMMUNICATIONS PROJECT.

QUARTER: 3 INFO STAND AT CALI TELECOM CONFERENCE. INFO  
GATHERING ON RURAL TELECOM & ANDEAN PACT SATEL-  
LITE (CONDOR).

FOLLOW UP ON INQUIRIES REC'D AT ALI INFO STAND  
MEETINGS ARRANGED FOR INTEL CAN WITH TELECOM ON  
RURAL TELECOMMUNICATIONS PROJECT.

QUARTER: 4 PROVIDE MARKET INFO TO CDN COMPANIES ON MAJOR  
RURAL TELECOM. PROGRAM. - SEEK TO OVERCOME RE-  
GISTRATION BARRIERS TO TELECOM MARKET IN COLOM-  
BIA. - PROMOTE TEMIC INVITATIONS TO TELECOM +  
IETEL.

CLOSE LIAISON WITH COS. IN THIS SECTOR DURING  
HITEC +TD IN CANADA. - EMBASSY PURCHASED REGIS-  
TRATION DOCUMENTS FOR CCC. - IETEL + TELECOM  
PRESIDENTS TENTATIVELY ACCEPTED.