

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 : 505-JAKARTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

REMOTE SENSING

CONYINUED PROMOTION THROUGH GOI CONTACTS OF CDN. CAPABILITIES

CONTINUALLY INCREASING MARKET SHARE

TELECOMMUNICATIONS (INC SPACE)

PROMOTION OF CDN. SYSTEMS MANAGEMENT CAPABILITIES

GREATER MARKET ACCESS DOWNSTREAM FOR CDN.
EQPT. & EXPERTISE

PROMOTION OF CDN. TRAINING CAPABILITIES

SENSITIZATION OF DG POSTEL/PERUMTEL OFFICALS
TO CDN. TELECOMS CAPABILITY

CONTINUING VISITS TO CDA. OF SEINOR DG POSTEL & PERUMTEL
OFFICALS

GREATER AWARENESS OF CDN. CAPABILITIES

COMPUTERS, SOFTWARE & SYSTEMS

SEMINARS & PHYSICAL DEMONSTRATIONS

INCREASED OPPORTUNITY TO WIN TENDER

CIDA SHOULD PROVIDE MORE FINANCING BACK-UP TO INDONESIA

INCREASE OPPORTUNITY TO WIN TENDER

FINANCIAL BACKUP SHOULD BE MORE IN THE FORM OF SOFT LOANS OR
GRANTS.

INCREASE OPPORTUNITY TO WIN TENDER

SEMINARS & PHYSICAL DEMONSTRATIONS

INCREASE OPPORYUNITY TO WIN TENDER

CONVINCE CIDA TO PROVIDE MORE SOFT LOANS & GRANTS TO
INDONESIA

INCREASE OPPORTUNITY TO WIN TENDER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO ASSIST COMS IN PURSUIT OF TELECOMS
PROJECTS - CONTINUE TO ASSIST COS IN PURSUIT OF
AERIAL SURVEY/REMOTE SENSING ACTIVITIES, THROUGH
LIAISON WITH GOI AND MONITORING OF IBRD & ADB
PROJECTS.

EDC OFFERED CONCESSIONAL FINANCING IN SUPPORT OF
CDN MARCONI TELECOMS PROP TO PERUMTEL. - TSI TE-
LECCOMS PROJ(OUTSIDE PLANT & IMS)CLOSER TO FRUI-
TION. - POST REP-REINFORCED CDN COS PRESENCE AT
3RD SOUTHEAST ASIAN SURVEY CONGRESS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----