

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :340-AMMAN

SECTOR :005-ADVANCED TECH. PROD. & SERV
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

AWARD OF CONTRACT: TCC PROCUREMENT PROGRAM
CONTRACTS OF OVER \$50 M TO CDN EXPORTERS

RE-STRUCTURING OF TELECOM CORPORATION (TCC)
PRIVATIZATION WILL REQUIRE MANAGERIAL SERVICES

INTRODUCTION OF CDN COMPUTER CAPABILITY IN REMOTE SENSING
NEW MARKET FOR SOFTWARE APPLICATIONS

INTRODUCTION OF PRIVATE PAGING SYSTEM IN JORDAN
EQUIPMENT & SERVICES SUPPLY OPPORTUNITY

SUPPORT PRIVATE SECTOR EFFORT IN X25 PROTOCOL MARKETING
CDN INVOLVEMENT IN PACKET SWITCHING DEVELOPMENT

FOCUS ON DATA TRANSMISSION APPLICATION IN SECTOR
IDENTIFY NEW SALES OPPORTUNITIES FOR CDN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support marketing efforts of Canadian suppliers
with key Jordanian public and private sector
telecom buyers

Participation by TCC director Planning in Temic
89; sales of \$375,000 of Canadian telecom and
computer equipment to Jordanian clients during
quarter

QUARTER: 2 1.Support and promotion of CDN expertise with
key local clients.

1. Major client, TCC, has experienced budget cut
and sales will be increasingly difficult. In
this quarter, post visited several non-TCC
end users in support of Cdn exporters. Sales
of C\$ 500,000. were recorded and more expected

QUARTER: 3 1.Telecoms mission specialised in data trans-
mission.
2.PSD project follow-up.
3.Support Cdn expertise.

1.Highly successful mission visited Jordan.One
company has already returned for follow-up.
2.PSD received loan extension and purchased
\$2.5 million of additional CDN equipment.
3.Post attended Harris Farinon tech seminars.

QUARTER: 4 1.Provide information on tenders and secto
opportunities in order to encourage partici[at]
on by CDN exporters.
2.Support CDN industry expertise through
promotional activities

1. Several companies are active in market and
others are tendering.
2.Followup on telecoms mission from last quarter
continues and projects being monitored.
3.TCC executive recruited for TEMIC