

REPORT 4
88/02/02

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

page 29

POST : 505-JAKARTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING SEMINAR.

IMPROVED MARKET ACCESS

TELECOMMUNICATIONS (INC SPACE)

PROMOTION OF SECOND DIGITAL SWITCHING PROJECT

POTENTIAL FOR SUCCESS IN PROVIDING CONSULTING SERVICES.

PROMOTION OF 15,000 LINE TELEX GATEWAY.

POTENTIAL FOR SUCCESS IN PROVIDING EQUIPMENT.

IDENTIFY REQUIREMENTS COMPATIBLE WITH CDN SUPPLY CAPABILITY IN SPACE AND RURAL TELECOMMUNICATIONS SECTOR.

SALES PROSPECTS FOR EQUIPMENT, TRAINING AND CONSULTING SERVICES.

VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.

GREATER AWARENESS OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -REMOTE SENSING SEMINAR.
-VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.

-EVENT HELD PLUS 2 DAYS OF FOLLOW-UP MEETINGS; AS A RESULT BERCHA INT;L IS PURSUING TRAINING CONTRACT WORTH \$500,000 WITH POSSIBILITY OF FOLLOW-UP CONTRACT; -MET DIRECTORS OF PERUMTEL & REACTION POSITIVE; PLANNING OF VISIT IN PROGRESS

QUARTER: 2 CONTINUE TO ASSIST COYS IN PURSUIT OF REMOTE SENSING ACTIVITIES. MORE FOCUS ON COMPUTER HARDWARE/SOFTWARE PROSPECTS. MONITORING OF TELECOMS PROSPECTS; CONTINUE TO SENSITIZE INDON OFFICIALS TO CDN CAPABILITIES.

REMOTE SENSING: SIGNING OF AERIAL MAPPING CONTRACT (AQUARIUS FLIGHT INC). POST REP ATTENDED INFORMATICS 87 IN SINGAPORE (COMPUTER SOFTWARE EXHIBITION). DIRECTOR OF ENG., PERUMTEL, VISITS CANADA TO ATTEND TEMIC INAUGURAL PROGRAM.

QUARTER: 3 -----

QUARTER: 4 -----