

REPORT 4
88/03/16

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 : 504-BANGKOK

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

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PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST FOLLOWING UP WITH VISITORS FROM TELECOMS SECTOR WHO VISITED EXPO'86 UNDER CIDA SPONSORSHIP.

ONGOING FOLLOW-UP IN AREAS OF OPPORTUNITY AS IDENTIFIED IN 1986 CONSULTANT'S REPORT ON THAI TELECOMMUNICATIONS SECTOR.

OFFICIALS OF COMMUNICATIONS AUTHORITY OF THAILAND TO ATTEND ITU CONFERENCE IN VANCOUVER, JULY 1988. TOUR OF CANADIAN TELECOM INDUSTRY TO FOLLOW.

MONITOR PROGRESS OF 5TH AND 6TH PROJECTS OF TELEPHONE ORGANIZATION OF THAILAND. IDENTIFY OPPORTUNITIES AND ASSESS LEVEL OF COMPETITION.

INTRODUCTION OF NEW CANADIAN FIRMS AND TECHNOLOGIES TO THAI MARKET.

INTRODUCTION OF NEW CDN TECHNOLOGIES, PARTICULARLY TO STATE RAILWAY, ELECTRICITY GENERATING AUTHORITY, & MINISTRIES.

INTRODUCTION OF NEW CANADIAN FIRMS TO THAI MARKET.

COMPETITIVE BIDS SUBMITTED BY ESTABLISHED FIRMS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE RECEPTION FOR VISIT OF SINCLAI VOLK, MANAGER SPECTRUM MANAGEMENT, DOC OTTAWA.

QUARTER: 2 FULL DAY SEMINAR ON COMPUTER SOFTWARE TO THAI DATA PROCESSING COMMUNITY (AUGUST 15, 1987).

QUARTER: 3 -----

QUARTER: 4 -----

NINE ATTENDED EVENT. INTELLIGENCE OBTAINED LED TO LNS'S PARTICIPATION IN TENDER FOR FREQUENCY MONITORING VAN.

ON SITE SALES MODEST BUT POSSIBILITIES OF AGENCY REPRESENTATION AND FURTHER MARKET PENETRATION VERY PROMISING.