

REPORT 4  
89/05/10

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 :308-HARARE

005-ADVANCED TECH. PROD.& SERV  
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA FINANCING HAS OPENED UP OPPORTUNITIES FOR TELECOMMUNICATION EQUIPMENT - RURAL COMMUNICATION SERVICES A PRIORITY	INCREASED SHARE OF MARKET
MISSION TO KEEP CANADIAN EXPORTERS ADVISED OF OPPORTUNITIES IN SECTOR - TENDERS	INCREASED SHARE OF MARKET
CANADIAN ORGANIZATIONS HAVE SUBMITTED PREQUALIFICATIONS FOR A NUMBER OF STUDIES	CANADIAN INVOLVEMENT IN CONSULTANCIES
TO MAINTIAN CONTACT WITH UTILITIES ADVISING CANADIAN ORGANIZATIONS OPPORTUNITIES	INCREASED CANADIAN INVOLVEMENT
SUPPORT OF JOINT VENTURE APPROACH TO MARKET BY SR TELECOM & MITEL	ESTABLISHMENT CANADIAN ZIMBABWEAN JOINT VENTURE TELEPHONES & PABX

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED LIAISON WITH ZIMBABWE POSTS AND TELECOMMUNICATIONS CORP (PTC) RE REQUIREMENTS FOR WIDE RANGE OF EQUIPMENT.

QUARTER: 2 Continued liaison with Zimbabwe Posts and Telecommunications Corp. (PTC) re requirements wide range equipment.

QUARTER: 3 Zimbabwe posts and telecommunications (PTC) had requested details of cdn expertise in manufacture wide range of telecommunication equipment.

NUMBER OF CANADIAN COMPANIES HAVE SENT EXPRESSIONS OF INTEREST IN SUPPLYING REQUIREMENTS. SOURCE OF FUNDING STILL TO BE IDENTIFIED.

Canadian companies have submitted expressions of interest in supplying. Key question is financing

Post has supplied brochures & price lists for range of eqpt. This has already led to interest fm sr. officials who have requ'd add'l info on individual cos capabilities. Cdn involmt will depend on availability of grant aid/conces. finan.

QUARTER: 4 -----