

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

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POST : 633-SANTIAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

SUPPORT CANADIAN CO AND ITS LOCAL REPRESENTATIVE IN THEIR EFFORTS
TO OBTAIN CONTRACT FROM CHILE AUTHORITIES

OBTAIN TOTALITY OF CONTRACT INCLUDING
TRAINING

TELECOMMUNICATIONS (INC SPACE)

MONITOR CLOSELY PRIVATIZATION PROCESS FOR CIA. DE TELEFONOS DE
CHILE (95% OF TERRITORY) AND REPORT REGULARLY TO COS AND HQ.

ENSURE THAT CDN SUPPLIERS ARE INVITED TO BID
ON ALL NEW TENDERS.

CONTINUE TO SUPPORT EFFORTS OF CDN SUPPLIERS ALREADY INVOLVED IN
RURAL TELEPHONY PROJECTS.

OBTAIN CONTRACT THROUGH AN UNSOLICITED
PROPOSAL RATHER THAN HAVING TO BID.

IDENTIFY POTENTIAL CDN INVESTORS AS CTC WILL GIVE MOST CONTRACTS
TO FOREIGN COS INVESTING IN PROJECTS.

HAVE CDN INVESTOR BECOME SOLE SUPPLIER.

FIND SOURCE OF FINANCING FOR THE COMMISSIONING OF AN ENGINEERING
STUDY BY CANADIAN CONSULTING FIRM WHICH WOULD RECOMMEND CANADIAN
EQUIPMENT FOR THE DEVELOP OF RURAL COMMUNICATIONS.

INCREASE CANADIAN SALES OF TELEPHONE
EQUIPMENT BY 100 PER CENT.

CONVINCE CANADIAN SUPPLIERS OF MODERN EQUIPMENT THAT THERE IS A
MARKET IN CHILE FOR THEIR PRODUCTS.

OBTAIN A 20% SHARE OF THE MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 RURAL TELEPHONE PROJECT IN SOUTH OF CHILE. GOAL
WAS TO INSURE THAT CDN CONSORTIUM & CHILEAN
BUYER UNDERSTAND EACH OTHER AND ENSURE NO
OUTSIDE COMPETITION DEVELOP.

LOCAL CO. AND CDN CONSORTIUM HAVE AGREED ON
TERMS OF REFERENCE FOR PROJECT AND CIDA WILL
FINANCE STUDIES. EMBASSY WAS RESPONSIBLE TO PUT
PACKAGE TOGETHER.

QUARTER: 3 -----

QUARTER: 4 -----