

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 :505-JAKARTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

VISIT BY MINISTER FOR TOURISM,POST & TELECOM.TO CANADA
ACCEPTANCE OF INVITATION ISSUED TO PREVIOUS MINISTER (PRIOR

TO APRIL 88 CABINET CHANGE)

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1.Support companies in pursuit of telecoms/comms projects.

1.Assisted CMC with seminar presentation to Perumtel in support of commercial negotiations.
-Assisted MITEL with seminar presentation to IPTN in support of marketing of PABX.

QUARTER: 2 -WE HAD PLANNED TO CONCLUDE CAL-LUT PROJECT SINCE COMMERCIAL CONTRACT WAS SIGNED IN JUNE
-PLANNED TO BE AT TENDER STAGE FOR LAPAN UP-GRADE BY M.D.
-PLANNED TO RESOLVE DIPIX BANKRUPTCY CLAIMS

-CAL WAS NOT ABLE TO ACCESS NECESSARY SECT 31 FUNDING
-MD APPOINTED SEVERAL COMPETING AGENTS THUS BLURRING PROJECT PROSPECTS
-INTERA REP WILL ASSUME SERVICING DIPIX EQUIPMNT

QUARTER: 3 EDC found necessary soft funding for CAL project & visited post.
Mac.D.simplified their Rep.for LAPAN upgrade, assessment of competing,offers US & France completed;C'Air obt.preliminary orders 3 Challenger.

Financing for CAL LUT project is completed except for wording detail.
T.S.I.reverted to earlier rep.to pursue the two projects at Perumtel.
CMC redrafted telex proj.specs to incl switching

QUARTER: 4 Continue the regular follow-up of the projects which are close to contract signature.

-CAL LUT PROJECT financing negotiations were completed and loan agreement signed.
-SPECTROCAN signed a US\$5 million contract under OECF Financing
-CMC & TSI have presented new tech.proposals.