

REPT4D
90/04/05

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 :640-BOGOTA

005-ADVANCED TECH. PROD. & SERV
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS.
WIN BUSINESS ON ONE OR MORE OF TURNKEY PROJECTS.

"CONDOR" SATELLITE PROJECT.
WIN ALL OR PART OF CONTRACT.

DEVELOP NEW SECTORAL STRATEGY.
PROVIDE BULLEPRINT TO GUIDE FEDERAL SUPPORT.

DEVELOP NEW INFORMATICS PROJECTS UNDER M.O.U. ON INFORMATICS
INCREASE OUR MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Cdn bids on rural telecom projects.
Prepare sectoral report on Telecom/Electronics
sales opportunity.
Prepare extended sectoral overview of Electric
power sales opportunities.

QUARTER: 2 PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS
PREPARE SECTORAL REPORT

QUARTER: 3 MONITOR OPPORTUNITIES AND INFORM CDN COS
INFORMED COS OF OPPORTUNITIES IN CELLULAR
TELEPHONY IN BOGOTA AND OTHER CITIES

QUARTER: 4 -----

Minister of Mines and Energy and President of
Ecopetrol invited to Canada.
Two bids submitted in consortium with a Japanese
trading house. Bids unsuccessful because Canada
did not offer competitive financing.

CDN/JAPANESE BID ON RURAL TELECOM PROJECT LACKED
CONCESSIONAL FINANCING OFFERED BY OTHER BIDS
SECTORAL REPORT OUTLINING MARKET OPPS COMPLETED
SR TELECOM WON US \$2 MILLION CONTRACT FOR
COMMUNICATIONS EQUIPMENT FOR NEW OIL PIPELINE

BOGOTA TELEPHONE CO PARTICIPATED IN TEMIC FALL
PROGRAM AND PLANS TO DO SO IN SPRING PROGRAM
NORTHERN TELECOM MAY DECIDE TO BID ON BOGOTA
CELLULAR TELEPHONE PROGRAM