

RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

Mission: NAIROBI

Market: KENYA

In support of Canadian exports in this sector/sub-sector the mission is currently engaged in activities which include:

- Activity: Continue to assist SR Telecomm to obtain contract with KPTC for rural telecomm equipment with EDC financing.
Expected Results: Contract worth over US\$20m plus possible JV assembly.
- Activity: Provide assistance to Cdn Marconi for possible for possible future supply of telex equipment.
Expected Results: Contract worth over US\$5m.

For the next fiscal year, the mission is planning to undertake the following new export support initiative(s) in this sector/sub-sector:

- Activity: Follow elaboration of plans for future acquisitions KPTC projects up to 1992 for expansion of telecomm networks.
Expected Results: Sales of Cdn goods and services, unpredictable amounts.
- Activity: Assist marketing plans of Mitel in public telephone exch system.
Expected Results: Gradual acceptance of new Cdn technology.
- Activity: Promote supply of TV & radio transmitters to Kenyan Broadcasting Corp. through local agents.
Expected Results: Hopeful that contracts will be secured with EDC financing.
- Activity: Assist Macdonald Detwiller in promotion of Pan African Remote Sensing System in Kenya.
Expected Results: Acceptance of proj by GOK with anticipated CIDA financing.