

REPORT 4
89/10/10

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 :505-JAKARTA

005-ADVANCED TECH. PROD. & SERV
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

CONYINUED PROMOTION THROUGH GOI CONTACTS OF CDN. CAPABILITIES

CONTINUALLY INCREASING MARKET SHARE

??????

PROMOTION OF CDN. SYSTEMS MANAGEMENT CAPABILITIES

GREATER MARKET ACCESS DOWNSTREAM FOR CDN.
EQPT. & EXPERTISE

PROMOTION OF CDN. TRAINING CAPABILITIES

SENSITIZATION OF DG POSTEL/PERUMTEL OFFICIALS
TO CDN. TELECOMS CAPABILITY

CONTINUING VISITS TO CDA.OF SEINOR DG POSTEL & PERUMTEL
OFFICALS

GREATER AWARENESS OF CDN. CAPABILITIES

??????

SEMINARS & PHYSICAL DEMONSTRATIONS

INCREASED OPPORTUNITY TO WIN TENDER

CIDA SHOULD PROVIDE MORE FINANCING BACK-UP TO INDONESIA

INCREASE OPPORTUNITY TO WIN TENDER

FINANCIAL BACKUP SHOULD BE MORE IN THE FORM OF SOFT LOANS OR
GRANTS.

INCREASE OPPORTUNITY TO WIN TENDER

SEMINARS & PHYSICAL DEMONSTRATIONS

INCREASE OPPORTUNITY TO WIN TENDER

CONVINCE CIDA TO PROVIDE MORE SOFT LOANS & GRANTS TO
INDONESIA

INCREASE OPPORTUNITY TO WIN TENDER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO ASSIST COMS IN PURSUIT OF TELECOMS
PROJECTS - CONTINUE TO ASSIST COS IN PURSUIT OF
AERIAL SURVEY/REMOTE SENSING ACTIVITIES, THROUGH
LIAISON WITH GOI AND MONITORING OF IBRD & ADB
PROJECTS.

EDC OFFERED CONCESSIONAL FINANCING IN SUPPORT OF
CDN MARCONI TELECOMS PROP TO PERUMTEL. - TSI TE-
LECOMS PROJ(OUTSIDE PLANT & IMS) CLOSER TO FRUIT-
TION. - POST REP REINFORCED CDN COS PRESENCE AT
3RD SOUTHEAST ASIAN SURVEY CONGRESS.

QUARTER: 2 -----

QUARTER: 3 -Assist companies in pursuit of telecoms/comms
projects.
-Assist companies in pursuit of aerial survey/
remote sensing, and meteorological data collec-
tion/processing projects.

-TSI & CMC proposals pending final decision by
GOI - Geological Survey Canada(GSC) conducting
study for GOI to set parameters for next 5 yr
plan for geophysical survey. - Spar; MacDonald
Dettwiler meteorological proj. prop. are proceed.