

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

POST : 505-JAKARTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

REMOTE SENSING SEMINAR.

TELECOMMUNICATIONS (INC SPACE)

PROMOTION OF SECOND DIGITAL SWITCHING PROJECT

PROMOTION OF 15,000 LINE TELEX GATEWAY.

IDENTIFY REQUIREMENTS COMPATIBLE WITH CDN SUPPLY CAPABILITY
IN SPACE AND RURAL TELECOMMUNICATIONS SECTOR.

VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.

ANTICIPATED RESULTS:

IMPROVED MARKET ACCESS

POTENTIAL FOR SUCCESS IN PROVIDING CONSULTING
SERVICES.

POTENTIAL FOR SUCCESS IN PROVIDING EQUIPMENT.

SALES PROSPECTS FOR EQUIPMENT, TRAINING AND
CONSULTING SERVICES.

GREATER AWARENESS OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -REMOTE SENSING SEMINAR.
-VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.

QUARTER: 2 CONTINUE TO ASSIST COYS IN PURSUIT OF REMOTE
SENSING ACTIVITIES. MORE FOCUS ON COMPUTER HARD-
WARE/SOFTWARE PROSPECTS. MONITORING OF TELECOMS
PROSPECTS; CONTINUE TO SENSITIZE INDON OFFICIALS
TO CDN CAPABILITIES.

QUARTER: 3 CONTINUE TO ASSIST COS IN PURSUIT OF REMOTE
SENSING ACTIVITIES. MONITORING OF TELECOMS PROS-
PECTS & ASSISTANCE TO COMPANIES IN PURSUIT OF
THESE. PLANNING FOR ADVANCED TECH MISSION IN
FEB 88.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-EVENT HELD PLUS 2 DAYS OF FOLLOW-UP MEETINGS; AS
A RESULT BERCHA INT'L IS PURSUING TRAINING
CONTRACT WORTH \$500,000 WITH POSSIBILITY OF
FOLLOW-UP CONTRACT; -MET DIRECTORS OF PERUMTEL &
REACTION POSITIVE; PLANNING OF VISIT IN PROGRESS

REMOTE SENSING: SIGNING OF AERIAL MAPPING CON-
TRACT (AQUARIUS FLIGHT INC). POST REP ATTENDED
INFORMATICS 87 IN SINGAPORE (COMPUTER SOFTWARE
EXHIBITION). DIRECTOR OF ENG., PERUMTEL, VISITS
CANADA TO ATTEND TEMIC INAUGURAL PROGRAM.

REMOTE SENSING: RESOLUTION/CLARIFICATION OF
SECURITY CLEARANCE DELAYS RE AERIAL MAPPING.
ASSISTANCE TO CMC, TSI, ET AL IN ONGOING PURSUIT
OF IDENTIFIED TELECOMS PROJECTS. FINALIZATION OF
PLANNING FOR ADVANCED TECH MISSION.