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 :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

GIVEN SUCCESS OF AFRICA TELECOMS 86, POST IS ASSISTING CANADIAN COMPANIES IN SELECTION OF LOCAL AGENTS.	GET AGENTS FOR SIX CANADIAN COMPANIES AND INCREASE FAMILIARITY WITH CANADIAN TELECOM CAPABILITIES.
BELL CANADA INTL HAS BEEN ASKED TO PRE-QUALIFY IN CONNECTION WITH PROGRAM TO UPGRADE TRAINING FACILITIES.	HAVE BCI SHORTLISTED FOR PROJECT.
AFRALTI-CANADIAN COMPANIES ADVISED ABOUT CONSULTANCY AND EQUIPMENT REQUIREMENTS FOR AFRICAN ADVANCED LEVEL. TRAINING INSTITUTE BEING FINANCED BY UNIDO - US$3 MILLION.	OBTAIN CONTRACT FOR AT LEAST ONE CANADIAN COMPANY.
GATHER MARKET, INTELLIGENCE ON MAJOR COMPETITORS.	INCREASE AWARENESS OF CANADIAN COMPANIES ABOUT COMPETITION THEY FACE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1	SUPPORT CANADIAN MARCONI & SR TELECOM IN SALES OF TELEX & RURAL TELECOMS EQUIP.RESPECTIVELY TO K.P. & T.C. CONSULTANCY RE W.B.TELECOM III	NUMEROUS MEETINGS HELD WITH KP&TC,CDN COYS THEIR AGENTS AND EDC.(KEY IS WHETHER OUR FINANCING IS COMPETITIVE). BCI NUMBER 3 ON PRICE. CONTRACT NOT YET AWARDED.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	