

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 : 340-AMMAN

005-COMM. & INFORM. EGP. & SERV
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PENDING DECISION FROM THE JORDAN TELECOMMUNICATIONS CORP.
REGARDING POTENTIAL PROCUREMENT OF A "THIRD FAMILY" OF SWITCHING
PRODUCTS.

INITIATION OF PRIVATIZATION ANALYSIS BY JORDANIAN AUTHORITIES
REGARDING TCC.

IMPROVED TECHNICAL AND SERVICE TRAINING TO LOCAL REPS BY CDN
FIRMS IN COMPUTER AND INFORMATICS FIELD.

PENDING SELECTION OF CANADA AS SUPPLIER FOR THE SYRIA-JORDAN KSA
FIBRE OPTICS PROJECT, UTILIZE THIS AWARD AS INCENTIVE FOR ADDITIO-
NAL CDN FIRMS TO EXPLORE MARKET, WITH FOCUS IN TRAINING AREAS.

SUPPORT FOR SEMINAR PROGRAMMES OF CDN FIRMS IN LOCAL MARKET TO
PROSPECTIVE CUSTOMERS.

SUBSTANTIVE CONSIDERATION OF CDN SOURCES OF
SUPPLY & POTENTIAL AWARD OF A CONTRACT TO
NORTHERN TELECOM OR SIMILAR SUPPLIER.

POTENTIAL ROLE FOR CDN CONSULTANTS IN "OPERA-
TIONAL" ASPECTS OF A PRIVATIZED TELECOM
AUTHORITY LOCALLY.

ADDITIONAL ORDERS FOR DATA NETWORKING & PERI-
PHERALS BASED UPON LOCAL CAPABILITY IN PROVI-
DING SUPPORT AND SERVICE ONCE PRODUCTS INS-
TALLED WITH LOCAL CUSTOMERS.

PRESENCE OF CDN INSTRUCTORS WITH TCC AND
PRIVATE SECTOR CLIENTS IN TELECOM AND
INFORMATICS SECTOR.

ADDITIONAL SALES BUILDING UPON MODEST RESULTS
ACHIEVED TO DATE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR THE EFFORTS OF NORTHERN TELECOM LTD.
IN NEGOTIATIONS WITH THE PUBLIC SECURITY DIREC-
TORATE FOR THE SUPPLY OF TELECOM PRODUCTS.

QUARTER: 2 -----

QUARTER: 3 PROMOTION OF CDN PRODUCTS & TECHNOLOGIES FOR
ANTICIPATED TCC PROCUREMENT ON 3RD FAMILY OF
SWITCHING PRODUCTS & OTHER SYSTEM REQUIREMENTS
IN JORDAN.

QUARTER: 4 -----

CONTRACT AGREEMENT BETWEEN NORTEL & PSD ACHIEVED
ON 13 JUNE. VALUE OF NORTEL PACKAGE FOR SWITCHING
& DATACOM PRODUCTS EST. AT CDN \$18 MILLION. FINAL
SIGNATURE EXPECTED BY END-JULY.

SUCCESSFUL PARTICIPATION BY TCC DIR. GEN. ISMAIL
IN TEMIC PROGRAM IN CDA. SECTOR UPDATE CONCLUDED
BY POST & SUBMITTED TO HQ ON BASIS OF PLANNED
PROCUREMENT PROGRAM OF TCC IN EARLY 1988.