

POST :640-BOGOTA

005-ADVANCED TECH. PROD. & SERV  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PREPARATION OF SECTORAL PROFILE OUTLINING KEY CONTRACTS AND UPCOMING OPPORTUNITIES.

PROVIDE CANADIAN EXPORTS WITH HANDY REFERENCE DOCUMENT TO ASSIST THEIR MARKETING EFFORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-SIGN INFORMATICS MOU.  
COL-INFORM CDN COS OF EVOLVING OPPORTUNITIES FOR RURAL TELECOM PROJECTS.

COL-INFORMATICS MOU SIGNED AFTER 3 YEARS OF DISCUSSION, OFFERS LEGAL BASE FOR JUSTICE INFORMATIZATION PROJ. ECU-MDA OF VANC SIGNED \$25MN CONTRACT TO SUPPLY SATELLITE MAPPING EQUIP. COL-POST ASSISTED C.ITOH COLOMBIA TO CONTACT CDN SUNCONTR

QUARTER: 2 Liaison with Col. contacts on rural telecom and relay of info to Cdn cos. Promote informatiza'n project w/Min. of Justice. Promote CCC registration with Telecom to remove major non-tariff barrier to part'n of Cdn cos in Telecom tenders.

Col-Post featured sev. leading Cdn firms in Cdn stand at Bogota Intl Fair (North.Telecom, SR Telecom, Lab-Volt, Multiplex Computers). Col-Cdn cos gave sem. (org. by post) to interdept'l committee examining proj./met w/Min. Col-CCC

QUARTER: 3 Promote Cdn suppliers on rural Telecom tenders. Promote Ministry of Justice Informatization project.

Goods/services from 4 Cdn suppliers were bid by C.Itoh on 3 turn key contracts but did not win in face of soft financing offered by competitors. Formal offer submitted by CTMG to Ministry of Justice.

QUARTER: 4 Preparation of Sectoral Profile for Canadian companies. Continue to promote/support Canadian offers in rural telecom projects.

Report near completion. Through CCC registration with National Telecom Company, one Canadian company has bid energy generation equipment. HITEC Sectoral Profile submitted to EXTOTT