

REPT4D
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :640-BOGOTA

005-ADVANCED TECH. PROD. & SERV
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS.
WIN BUSINESS ON ONE OR MORE OF TURNKEY PROJECTS.

"CONDOR" SATELLITE PROJECT.
WIN ALL OR PART OF CONTRACT.

DEVELOP NEW SECTORAL STRATEGY.
PROVIDE BULLEPRINT TO GUIDE FEDERAL SUPPORT.

DEVELOP NEW INFORMATICS PROJECTS UNDER M.O.U. ON INFORMATICS
INCREASE OUR MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Cdn bids on rural telecom projects.
Prepare sectoral report on Telecom/Electronics sales opportunity.
Prepare extended sectoral overview of Electric power sales opportunities.

Minister of Mines and Energy and President of Ecopetrol invited to Canada.
Two bids submitted in consortium with a Japanese trading house. Bids unsuccessful because Canada did not offer competitive financing.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----