

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :319-DAMASCUS

005-ADVANCED TECH. PROD. & SERV
SYRIA

| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN: | ANTICIPATED RESULTS: |
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| ?????? | DECISION BY SYRIAN TELECOMMUNICATIONS ESTABLISHMENT (STE) REGARDING PROCUREMENT OF SWITCHING AND PABX TECHNOLOGY DUE TO UNAVAILABILITY OF EXTERNAL FINANCING. | POTENTIAL CONTRACT AWARD FOR TWO PROJECTS TO NORTHERN TELECOM IF FINANCING COULD BE PUT IN PLACE. |
| | ON GOING ASSISTANCE TO CDN FIRMS SUCH AS MARMAH MICROSYSTEMS, ALIS AND GANDALF IN MARKETING EFFORTS TO KEY PUBLIC SECTOR AGENCIES IN SYRIA. | ENHANCED MARKET PENETRATION BY CDN SUPPLIERS OF COMPUTER HARDWARE AND SOFTWARE SYSTEMS. |
| | ASSESSMENT OF PRIVATE SECTOR CAPABILITY IN COMPUTER FIELD (PRESENTLY CONFINED TO ENTERTAINMENT APPLICATIONS) IN ORDER TO IDENTIFY POTENTIAL LOCAL AGENTS FOR CDN SUPPLIERS. | POTENTIAL BASIS FOR RECRUITMENT OF PARTICIPANTS FOR INCOMING COMPUTER TECH MISSION TO CDA. |
| | TO WORK CLOSELY WITH NORTHERN TELECOMM TO UNDERTAKE VISIT TO CDA BY DIRECTOR GENERAL OF STE FOR DISCUSSIONS WITH INDUSTRY AND GOVT CONCERNING SWITCHING AND PABX PROJECTS. | POTENTIAL AVAILABILITY OF CREDIT FACILITIES TO STE IN ORDER THAT INITIAL EQUIP PROCUREMENT CAN BE UNDERTAKEN. |

| TRACKING: | ACTIVITIES UNDERTAKEN IN QUARTER: | QUARTERLY RESULTS REPORTED: |
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| QUARTER: 1 ----- | | |
| QUARTER: 2 ----- | | |
| QUARTER: 3 ----- | | |
| QUARTER: 4 ----- | | |