

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 :402-ATHENS

005-ADVANCED TECH. PROD. & SERV
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST N. TELECOM, S.R. TELECOM, GLENAYRE AND OTHER CANADIAN COS BY ALERTING THEM ON UPCOMING TENDERS AND MONITORING SUBSEQUENT EVALUATION.

OBTAIN 5% OF AWARD OF CONTRACTS IN RURAL TELECOM AND PORTION OF OTHER SECTORS. VALUE \$ 5 M.

MONITOR GREEK GOVT'S INTENTIONS TO INTRODUCE DATA PROCESSING SYSTEMS INTO PUBLIC SERVICES. VALUE \$220 M.

INCLUSION OF CANADIAN COS IN SHORTLIST OF BIDDER.

GREEK GOVT IS EXAMINING THE POSSIBILITY OF INTRODUCING SATELLITE T.V. - POST IS MONITORING.

INCLUSION OF CANADIAN COS IN SHORTLIST OF BIDDERS. VALUE \$20 M.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST NORTHERN TELECOM,S.R.TELECOM,GLENAYRE AND OTHER CDN COS BY ALERTING THEM ON UPCOMING TENDERS & MONITORING SUBSEQUENT EVALUATION. MONITOR GREEK GOVT'S INTENTIONS TO INTRODUCE DATA PROCESSING SYST INTO PUBLIC SERV.MONITOR GREEK GOVT'S

POST IS TRANSMITTING ALL RELEVANT TENDERS ISSUED BY THE HELLENIC TELECOM ORG. POST HAS ARRANGED FOR VISIT OF GREEK DEPT OFF.TO VISIT INFORMATICS COS IN CDA & THE PARTICIPATION OF BELL/FIDUTECH IN 1 RELATIVE TENDER.NO DECISION ANNOUNCED TODAY

QUARTER: 2 Assist Northern Telecom, S.R. Telecom, Glenayre & other Cdn Co's by alerting them on upcoming tenders & monitoring subseq. eval. Monitor Greek govt intent. to introduce Data Proc. Systems into Public Services

Post is transmitting all relevant tenders by Hell. Telecom.Org. Govt has awarded Hellas Pack data proc contract to Spanish Telefonica. Post is f.u. to introduce Cdn co's for peripherals. Govt to shortly dec. on installing facility enabling...

QUARTER: 3 Assist North.Telecom,S.R. Telecom,Glenayre and other Cdn cos by alerting them on upcoming tenders/monitoring subsequent evaluation.Monitor Greek govt's intentions to introduce Data Proces. Syst. into Public Services.Monitor plan/Sat.T.V.

Post transmitting relevant tenders issued by Grk.Telecom's Org'n. Post continuing to f.u. regarding introduc'n of Cdn peripherals for Hellas Pack.Govt est. relay stn - retransmitting satellite programs. Assisted NT in local demo.

QUARTER: 4 Assist Northern Telecom, S.R. Telecom, Glenayre and other Cdn cos by alerting them on upcoming tenders and monitoring subsequent evaluation. Monitor Greek govt's intentions to introduce Data Processing systems into Public Services.

Post transmitting tender announcements by Hellenic Telecommunications Organization on regular basis. Post monitoring development of national informatics system to introduce Cdn made peripherals and software.