

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 : 327-RABAT

005-COMM. & INFORM. EQP. & SERV
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT ON ONPT INVESTMENT PROGRAM AND ASSIST CDN FIRMS IN PURSUING ONPT TENDERS.

POST PREPARED NUMEROUS REPORTS ON ONPT INVESTMENT PROGRAM SENT DIRECT TO POTENTIAL EXPORTERS. AS A RESULT, CMC-DATACOM IS TO BID FOR TELEX SWITCHING EQPT. NORTHERN TELCOM SUBMITTED OFFER FOR TELEPHONE SWITCHING EQPT & CDN GOV CONFIRMED FINA-

QUARTER: 2 ALERTER L'INDUSTRIE AUX A. O. I. LANCES DANS LE CADRE DE TELECOM I ET LES AIDER A SOUMISSIONNER.

ACTIVITES TRES INTENSES DANS CE DOMAINES AVEC LA REMISE DES OFFRES FINALES DE BCI/NT ET DE MARCONI. NOMBREUX RAPPORTS, SUIVI TRES SERRE DES DOSSIERS.

QUARTER: 3 REPORT ON THE ONPT INVESTMENT PROGRAM & ENSURE THAT THE INDUSTRY IS AWARE OF MARKET OPPORTUNITIES. SUPPORT BCI'S EFFORTS TO PENETRATE THE MOROCCAN MARKET FOR TELEPHONE SWITCHING EQPT.

MAJOR BREAKTHROUGH: BELL CDA WON MAJOR TELECOM TENDER FOR SUPPLY OF PUBLIC TELEPHONE EXCHANGE EQPT (PROGRAM CALLS FOR 600,000 LINES OVER 5 YRS. MARCONI IS ON SHORT LIST FOR TELEX EXCHANGE EQPT. SR TELECOM HAS BEEN INVITED TO SUBMIT QUOTATION

QUARTER: 4 PURSUE NUMEROUS PROJECTS UNDER ONPT TELECOM MODERNIZATION PROGRAM.

BEGINNING OF BCI CONTRACT NEGOTIATION. NUMEROUS ONPT TENDERS BROUGHT TO ATTENTION OF CDN FIRMS. MARCONI FAILED TO GET ONPT TELEX EXCHANGE CONTRACT.