

POST :340-AMMAN

005-ADVANCED TECH. PROD. & SERV  
JORDAN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

PENDING DECISION ON PART OF TELECOMMUNICATIONS CORP.(TCC)TO PROCEED WITH PARTIAL PRIVATIZATION PROGRAM AND PROCUREMENT OF THIRD FAMILY OF SWITCHING PRODUCTS.

IDENTIFICATION OF CONSULTING AND EQUIPMENT SUPPLY OPPORTUNITIES FOR CDN FIRMS.

WORLD-BANK FUNDED PROCUREMENT OF RURAL TELEPHONE EQUIPMENT TO LINK OUTLYING TOWNS AND VILLAGES WITH NATIONAL TELEPHONE GRID.

AWARD OF TENDERS TO CDN SUPPLIERS BASED UPON TIMELY ADVICE OF INTERNATIONAL BID OPPORTUNITIES.

PRIVATE SECTOR INITIATED SEMINAR PROGRAMS IN JORDAN FOR LOCAL COMPUTER USERS/CUSTOMERS IN DATA NETWORKING TECHNOLOGY AND PRODUCTS FROM CDA.

GREATLY ENHANCED MARKET PRESENCE BY CDN SUPPLIERS BASED ON EFFECTIVE MARKETING AND SUPPORT PROGRAMS TO LOCAL USERS/CUSTOMERS.

POTENTIAL ESTABLISHMENT OF ASSEMBLY/PARTIAL MANUFACTURING FACILITY IN JORDAN BY LEADING CDN TELECOMM EQUIPMENT.

CDN COMMITMENT TO JV/TT IN SECTOR WILL BE MANIFESTED TO AUTHORITIES AND ASSIST IN OVER-ALL SECTORAL EFFORTS IN KINGDOM.

INTRODUCTION OF SELECTED CDN EQUIPMENT IN RURAL TELEPHONY TO TCC WITHIN CONTEXT OF BILATERAL DEVELOPMENT ASSISTANCE PROGRAM.

ADDITIONAL PROCUREMENT OF CDN PRODUCTS AFTER SUCCESSFUL INTRODUCTION UNDER AID PROGRAM.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECEIPT OF BIDS BY TELECOMM CORP. (TCC) FOR FIRST PHASE OF 88-89 PROCUREMENT PROGRAM (WOODEN POLES AND CABLE REQUIREMENTS).

CDN SUPPLIER LOW BIDDER ON WOODEN POLE REQUIREMENTS; MID-TABLE PLACING BY CABLE SUPPLIER. BIDS UNDER ANALYSIS WITH SHORTLIST TO BE RELEASED IN 3 MTHS. GOOD PROSPECTS FOR CDN \$4.4 MN MINIMUM IN SALES.

QUARTER: 2 Promotion of Cdn computer technology to local distributors and end users.On-going promotion of Cdn Telecomm expertise to Jordanian Telecommunications Corp (TCC) who are in midst of US\$200 mill procurement program.

Visit by Farabi Ltd.rep introduced specialized eqpt for Arabiza'n of comp.term. Dstrbtr/sales of upto C\$250,000 identified.N.Telecom tech'l sem.10Aug.highlighted switching tech. to TCC mngmt/eng. staff.Sem.intended to support C\$70mn

QUARTER: 3 Receipt of bids 31 October 1988 by Telecommunications Corporation (TCC) for major components of USA \$100 million equipment procurement program.

Positioning of Canadian exporters withing front-runners for supply of wooden poles and switching equipment required by TCC. Award of contract expected by second quarter of 1989.

QUARTER: 4 Promotion of Cdn capabilities in advanced telecomm and computer technologies to public and private sector clients.

Successful Canada-Jordan Telecomm Technical Seminar which identified sales prospects for Lan, Specstrum Management and Computer products with Telecommunications Corp. (TCC) and Private Sector.