

REPT4D
90/04/05

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

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POST :505-JAKARTA

005-ADVANCED TECH. PROD. & SERV
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT BY MINISTER FOR TOURISM, POST & TELECOM. TO CANADA TO APRIL 88 CABINET CHANGE)
ACCEPTANCE OF INVITATION ISSUED TO PREVIOUS MINISTER (PRIOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Support companies in pursuit of telecoms/comms projects.

1. Assisted CMC with seminar presentation to Perumtel in support of commercial negotiations.
- Assisted MITEL with seminar presentation to IPTN in support of marketing of PABX.

QUARTER: 2 -WE HAD PLANNED TO CONCLUDE CAL-LUT PROJECT SINCE COMMERCIAL CONTRACT WAS SIGNED IN JUNE
-PLANNED TO BE AT TENDER STAGE FOR LAPAN UPGRADE BY M.D.
-PLANNED TO RESOLVE DIPIX BANKRUPTCY CLAIMS

-CAL WAS NOT ABLE TO ACCESS NECESSARY SECT 31 FUNDING
-MD APPOINTED SEVERAL COMPETING AGENTS THUS BLURRING PROJECT PROSPECTS
-INTERA REP WILL ASSUME SERVICING DIPIX EQUIPMNT

QUARTER: 3 EDC found necessary soft funding for CAL project & visited post.
Mac.D. simplified their Rep. for LAPAN upgrade, assessment of competing, offers US & France completed; C'Air obt. preliminary orders 3 Challenger.

Financing for CAL LUT project is completed except for wording detail.
T.S.I. reverted to earlier rep. to pursue the two projects at Perumtel.
CMC redrafted telex proj. specs to incl switching

QUARTER: 4 -----