

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 :503-MANILA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

COORDINATION WITH CIDA FOR ALLOCATION OF COMPONENT OF BILATERAL  
AID PROGRAM DEVOTED TO TELECOMMUNICATIONS

\$5-\$10M IN EQPT & SERVICES CONTRACTS

MAINTAIN CLOSE CONTACTS WITH MOTC, NTC, BUTEL, PLDT, PAFTEL  
MEMBERS & OTHER PRIVATE SECTOR COS.MONITOR & REPORT ALL POLICY  
& STRUCTURAL CHANGES.

EARLY IDENTIFICATION OF EXPORT OPPORTUNITIES  
FOR TRANSMISSION TO CDN EXPORTERS

DISTRIBUTE ADDITIONAL "TELECOMMUNICATIONS PRODUCTS FOR WORLD  
MARKETS" TO POTENTIAL CLIENTS

INCREASED AWARENESS OF CDN. CAPABILITIES.

PREPARE REPORT ON TELECOM SECTOR & OPPORTUNITIES IN PREPARATION  
FOR TELECOM MISSION & SEMINAR IN NOV. 88.

ENCOURAGE CDN. PARTICIPATION IN MISSION &  
STIMULATE INTEREST IN PHILIPPINE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE ESTABLISHMENT OF CIDA/EDC LOC FOR SECTOR  
. - SUPPORT NT/SRT/CDA WIRE & CABLE RURAL TELE-  
COM PROJ IN MINDANAO. - SUPPORT ATLAS/GEST SUB-  
CONTRACT BID W/ATT FOR PLDT EXPANSION PROGRAM.

MET WITH NEWLY ARRIVED ATLAS/GEST RESIDENT MGR  
& ASSISTED IN ESTABLISHING LOCAL CO. - MET WITH  
SEC OF DOTC & CIDA COUNSELLOR & EDC TO EXPEDITE  
LOC/MECHANISM. - AMB/TRADE & CIDA OFFICER MET  
WITH SEC REYES DOTC TO PUSH THIS PROJECT.

QUARTER: 2 Support Canadian bids for Misortel and PLDT-X5.

Monitored situation & maintained close liaison  
with co representatives, but no action  
requested. Appears that Misortel bid lost to  
Koreans.

QUARTER: 3 -----

QUARTER: 4 -----