

REPT4D
90/01/23

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

POST :340-AMMAN

005-ADVANCED TECH. PROD. & SERV
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AWARD OF CONTRACT: TCC PROCUREMENT PROGRAM
CONTRACTS OF OVER \$50 M TO CDN EXPORTERS

RE-STRUCTURING OF TELECOM CORPORATION (TCC)
PRIVATIZATION WILL REQUIRE MANAGERIAL SERVICES

INTRODUCTION OF CDN COMPUTER CAPABILITY IN REMOTE SENSING
NEW MARKET FOR SOFTWARE APPLICATIONS

INTRODUCTION OF PRIVATE PAGING SYSTEM IN JORDAN
EQUIPMENT & SERVICES SUPPLY OPPORTUNITY

SUPPORT PRIVATE SECTOR EFFORT IN X25 PROTOCOL MARKETING
CDN INVOLVEMENT IN PACKET SWITCHING DEVELOPMENT

FOCUS ON DATA TRANSMISSION APPLICATION IN SECTOR
IDENTIFY NEW SALES OPPORTUNITIES FOR CDN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support marketing efforts of Canadian suppliers with key Jordanian public and private sector telecom buyers

Participation by TCC director Planning in Temic 89; sales of \$375,000 of Canadian telecomm and computer equipment to Jordanian clients during quarter

QUARTER: 2 1.Support and promotion of CDN expertise with key local clients.

1. Major client, TCC, has experienced budget cut and sales will be increasingly difficult. In this quarter, post visited several non-TCC end users in support of Cdn exporters. Sales of C\$ 500,000. were recorded and more expected

QUARTER: 3 -----

QUARTER: 4 -----