

REPT4D
89/12/05

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

POST :303-NAIROBI

005-ADVANCED TECH. PROD. & SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

CONTINUE ASSISTING CDN MARCONI TO OBTAIN AUTO TELEX SWITCHING CONTRACTS WORTH C\$7.4 MILLION (C\$5.6 MILLION PLUS C\$1.8 MILLION ADD-ON TO FOLLOW).

CONTINUE TO ASSIST SR TELECOM TO OBTAIN CONTRACT W/KPTC IF SUCCESSFUL, SALE OF 60 SYSTEMS VALUED AT OVER US\$20 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Canadian Marconi bid for telex switching contract, and SR Telecom concerning rural access radio equipment.

Canvassing on behalf of Marconi with Minister & PS in the face of threatened cancellation of the award. To date no definite decision made by Kenyans. Liaison with SRT agent & KP&TC to keep abreast of developments in project proposal.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----