

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 :303-NAIROBI

005-ADVANCED TECH. PROD.& SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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CONTINUE ASSISTING CANADIAN COMPANY IN EFFORTS TO OBTAIN TELEX SWITCHING CONTRACT UNDER WORLD BANK CREDIT.

CONTRACT IF SUCCESSFUL WORTH \$5 MILLION

CONTINUE TO ASSIST CDN COMPANY TO OBTAIN CONTRACT FOR RURAL TELECOMMUNICATIONS EQUIPMENT TO KENYA POSTS & TELECOMMUNICATIONS AUTHORITY.

CONTRACT VALUE \$1 MILLION PLUS POTENTIAL FOR DOWNSTREAM CONTRACTS.

GATHER MARKET INTELLIGENCE ON MAJOR COMPETITORS, DEVELOPMENT PLANS OF KENYA P & T AND ADVANCE TOR FOR TENDERS FOR USE BY DRIE, DEA, DOC.

INTRODUCE TWO NEW COMPANIES TO MARKET.

GATHER MARKET INTELLIGENCE ON INFORMATICS SECTOR AND REPORT TO DEA, DRIE, ETC.

INTRODUCE 2 NEW COMPANIES TO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALE OF SR TELECOM RURAL AUTOMATION POINT TO MULTI POINT ACCESS RADIO EQUIPMENT AND CDN MARCONIS AUTO-TELEX SWITCHING EQUIPMENT TO THE KENYA POSTS & TELECOM CORP.

CONTINUED SUPPORT TO SRT AND CDN MARCONI IN PURSUING CONTRACTS.

QUARTER: 2 Support Cdn Marconi Company for bid for telex switching contract, and SR Telecom regarding rural radio equipment bid. Identify oncoming KPTC requirements.

Support of CMC contributed to successful negotiation of commercial contract, but signing delayed pending resolu'n EDC/GOK impasse on sovereign guarantee issue. Continued assist SRT nego'ns w/KPTC. Seeking mor precision on KPTC.

QUARTER: 3 Support Cdn Marconi Company bid for telex switching contract, and Sr Telecom regarding rural radio equipment. Monitor other KPTC requirements.

Assisted Cdn Marconi to verge of contract with KPTC & financing arrangements w/EDC. Shld be finalized 1st-2nd Qtr of '89. Assisted SRT est. direct negotia'ns w/KPTC & helped them identify suitable local agent.

QUARTER: 4 -----