

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

PAGE : 8

POST : 635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UNCOMPLETED CIDA FINANCED PROGRAM FOR INSTALLATION OF SARSAT
GROUND STATION.

SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS
AND LOCATOR BEACONS.

SATELLITE 86 - SEMINAR ON CDN EXPERIENCE IN SATELLITE TELECOMMU-
NICATIONS SCHEDULED FOR DECEMBER 1986.

SALE OF CONSULTING SERVICES FOR SATELLITE USE

INCREASE AWARENESS AMONG BRAZILIAN PUBLIC & PRIVATE SECTORS OF
MULTIPLE USES OF TELECOMMUNICATIONS SATELLITE IN CDA TO PROMOTE
FULL UTILIZATION OF BRASILSAT I AND II.

SALE OF BRASILSAT III AND IV.

INTENSIFY RELATIONS WITH GOVERNMENT OFFICIALS TO PROMOTE SALE OF
BRASILSAT III AND/OR CONDORSAT (BRAZIL & ARGENTINA).

SALE OF CONSULTING SERVICES FOR SATELLITE USE

LOBBY GOVERNMENT OFFICIALS TO ENCOURAGE FULL MEMBERSHIP IN SARSAT

SALE OF ADDITIONAL ONE OR TWO SARSAT GROUND
STATION(S) AND LOCATOR BEACONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -PARTICIPATION AT SPAR RECEPTION IN RIO TO PRO-
MOTE SUCCESSFUL OFFSET PROGRAM. - NUMEROUS CALLS
ON FEDERAL AUTHORITIES TO PROMOTE CDN TECHNOLOGY
/EXPERTISE IN SATELLITE TELECOMMUNICATIONS AND
RURAL TELEPHONY.

-EFFECTIVE PR HAS PUT CDN EXPORTER WELL OUT
FRONT IN RUNNING FOR BRASILSAT AT III & IV. - SR
TELECOM LICENSING/TECH TRANSFER AGREEMENT WITH
MICROLAB VIRTUALLY COMPLETED. - MINICOM ACTIVELY
SEEKING ADD. CDN TECH/EXP. IN RURAL TELEPHONY AREA

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----