REPORT 4
89/02/06

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 :610-SAN FRANCISCO

005-COMM. & INFORM. EQP.& SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOMMUNICATIONS (INC SPACE)	
FOLLOW-UP WITH LOCAL FIRMS WHICH ATTENDED MICROWAVE/MILLIMETER PRESENTATION.OPPORTUNITIES EXISTS IN COMMERCIAL SATELLITE MARKETS	FIND POSSIBLE CONTRACTS FOR CANADIAN COMPANIES.
PROMOTE CANADIAN CAPABILITIES WITH LARGE LOCAL TELECOMMUNICATIONS COMPANIES FOR CONSIDERATION AS ALTERNATIVE SOURCE FOR COMPONENTS.	INCREASE AWARENESS OF CANADIAN STRENGTHS IN TELECOM INDUSTRY.
PROMOTE RECENT CANADIAN DEVELOPMENTS IN THE AREA OF DIGITAL SWITCHING AND INTEGRATED SERVICES DIGITAL NETWORKS (ISDN)	ISDN IS IMPORTANT TECHNOLOGICAL DEVELOPMENT WHICH WILL PROVIDE NUMEROUS MARKET OPPORTUNITIES.
DEVELOP MARKETING ARRANGEMENTS WITH LOCAL FIRMS TO ASSIST CANADIAN COMPANIES IN SECURING PROPER SALES AND DISTRIBUTIONS NETWORKS.	REDUCE THE COST OF CLOSING BUSINESS IN CALIFORNIA BY PROVIDIDNG STRATEGIC ALLIANCNES WITH COMPLIMENTARY LOCAL COMPANIES.
COMPUTERS, SOFTWARE & SYSTEMS	
CONTINUED QUALIFICATION OF LOCAL REPS TO ASSIST CANADIAN FIRMS.	WITH MORE LOCAL REPS AWARE OF CANADIAN FIRMS, THERE WILL BE MORE LOCAL EXPOSURE FOR CDN PRODUCTS.
MEET WITH PROCUREMENT OFFICIALS OF MAJOR COMPUTER MANUFACTURERS IN SILICON VALLEY.	DEVELOP UNDERSTANDING OF SOURCING OPPORTUNITIES FOR CANADIAN FIRMS.
DISCUSS SOURCING OPPORTUNITIES FOR CANADIAN FIRMS WITH CANADIAN SUBS. OF LARGE LOCAL MANUFACTURERS.	INITIATE DIALOGUE BETWEEN CANADIAN SIDE AND HEADQUARTER OPERATIONS OF NEED TO INCLUDE CANADIAN COMPANIES IN COMPETITIVE BIDDING PROCESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	