

REPT4D  
90/06/26

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

98

POST :347-RIYADH

SECTOR :005-ADVANCED TECH. PROD. & SERV  
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM,DATA COM,SAT,SPACECOM

SEMINAR ON CDN CAPABILITY IN RURAL TELECOMMUNICATIONS  
NORTHERN TELECOM AND SR TELECOM TO OBTAIN CONTRACTS

SUPPORT FOR SPECTRUM MANAGEMENT PROPOSAL AT PTT  
OBTAIN CONTRACT

MINI MARKET STUDY OF TELECOMMUNICATIONS SECTOR  
RAISE AWARENESS OF MARKET OPPORTUNITIES IN KSA

ESTABLISH STRONG AGENTS FOR PAQUET SWITCH MANUFACTURER  
SALES IN 1990 WHEN SERVICE INTRODUCED

INTRODUCE CDN TEST EQUIPMENT  
ESTABLISH LOCAL AGENTS

ESTABLISH DEMO SYSTEM FOR CDN SATELLITE COMMUNICATIONS  
OBTAIN REQUEST TO BID PROPOSED MFA LINK

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

SUPPORT SUPPLEMENTAL SALES OF BILINGUAL TERMINALS  
FURTHER SALES OF ONE HUNDRED UNITS

SUPPORT BCI ON MACHINE READABLE PASSPORT EQUIPMENT  
RECEIVE INVITATION FOR FINANCIAL PROPOSAL

MINI MARKET STUDY OF COMMUNICATIONS AND INFORMATICS  
3 CDN REPS TO APPOINT AGENTS

INTRODUCE CDN SOFTWARE MANAGEMENT FIRMS TO MARKET  
ESTABLISH CDN-SAUDI JOINT VENTURE

ORGANIZE CDN COMPUTER SPECIALISTS GROUP IN KINGDOM  
IMPROVE INTELLIGENCE ON AND RESPONSE TO UPCOMING COMPUTER

PROJECTS

SUB-SECTOR:REMOTE SENSING INC. SPACE SAT

DISCUSSIONS WITH KACST REGARDING CDN TRAINING OF TECH/MAPPER  
TRAINEE PLACEMENT IN CANADA

DETERMINE NEEDS OF MODA FORE REMOTE SENSING  
CDN COMPANIES TO PURSUE OPPORTUNITIES IN KSA