

REPT4D

90/04/05

## 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 :406-LISBON

005-ADVANCED TECH. PROD. &amp; SERV

PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKETING CALLS ON POTENTIAL BUYERS

OPEN SALES OPPORTUNITIES

OUTGOING MISSION ON CATV

INCREASED LOCAL AWARENESS ON CDN CAPABILITIES

COMPUTERS HARD/SOFTWARE &amp; COMP

CONTINUING SUPPORT FOR LOCAL AGENTS

MAINTAIN GROWTH RATE IN MARKET SHARE

EXPAND NETWORK OF CONTRACTS WITH POTENTIAL BUYERS

MAINTAIN GROWTH RATE IN MARKET SHARE

OUTGOING MISSION ON INFORMATICS

INCREASED AWARENESS OF MARKET POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -Prepare for implementation of Canadian booth  
at MUNICIPALIS 89.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-Given insufficient interest of Canadian companies project was aborted.