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

POST :347-RIYADH

005-COMM. & INFORM. EQP.& SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOMMUNICATIONS (INC SPACE)	
EXPAND DIALOGUE/SURVEY WITH SAUDI TELECOM CONTRACTORS AND AGENTS WITH WHOM CANADIAN COMPANIES MIGHT WORK	BETTER INFORMATION ON PROSPECTS FOR LIMITED NEW CAPITAL PURCHASING
ENCOURAGE TDD TO FOCUS ON EARLY 87 DEFENCE AND SECURITY PRODUCTS MISSION ON MILITARY TELECOMMUNICATIONS	TRY OPEN DOORS OF MILITARY TELECOM DEPT.
SURVEY OPPORTUNITIES TO JOINT VENTURE ASSEMBLE TELECOM EQUIPMENT IN KSA FOR REGIONAL MARKETS	ENSURE CANADIAN EQUIPMENT NOT EXCLUDED FROM MARKET BY COMPETITION
FOLLOW-UP DEFENCE AND SECURITY PRODUCTS MISSION DIALOGUE WITH MILITARY TELECOM DEPARTMENTS TO IMPROVE CURRENTLY RESTRICTED ACCESS	IDENTIFICATION OF PRIORITY REQUIREMENT ESPECIALLY SOLE-SOURCING PROSPECTS
PROMOTE CANADIAN CAPABILITIES IN PUBLIC NETWORK PAQUET SWITCHING AND TELETEX TRANSMISSION AS PTT INTRODUCES TELETEX SERVICES IN 1987	INCREASE AWARENESS OF CANADIAN DATA MANUFAC-TURERS.
COMPUTERS, SOFTWARE & SYSTEMS	
SUPPORT ALIS IN ESTABLISHING EFFECTIVE MARKETING NETWORK FOR THEIR ENGLISH/ARABIC SYSTEMS	APPOINTMENT OF AGENT AND DISTRIBUTORS.
GATHER MARKET INTELLIGENCE ON ENGLISH, FRENCH AND US COMPETITION IN ORDER TO OFFER SUPPLIES AND SERVICES TO ACTUAL USERS.	INCREASE NUMBER OF CDN COMPUTER SYSTEMS FIRMS IN KSA.
CREATE AN ELECTRONIC BULLETIN WHICH WILL OFFER TECHNICAL NEWS FROM CANADA TO LOCAL USERS AND BUYERS.	INCREASE FAMILIARITY WITH CDN COMPUTER FIRMS.
PROMOTE SALE OF COMPUTER BASED SYSTEMS FOR OVERHAUL AND MAINTENANCE OF INDUSTRIAL PLANTS	SALE OF SYSTEM TO ONE OF MAJOR INDUSTRIAL USERS (PETROCHEMICAL) IN KINGDOM.

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