

REPORT 4
88/02/02

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

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POST : 347-RIYADH

005-COMM. & INFORM. EGP. & 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

ENCOURAGE TDD TO FOCUS ON EARLY 87 DEFENCE AND SECURITY PRODUCTS MISSION ON MILITARY TELECOMMUNICATIONS

SURVEY OPPORTUNITIES TO JOINT VENTURE ASSEMBLE TELECOM EQUIPMENT IN KSA FOR REGIONAL MARKETS

FOLLOW-UP DEFENCE AND SECURITY PRODUCTS MISSION DIALOGUE WITH MILITARY TELECOM DEPARTMENTS TO IMPROVE CURRENTLY RESTRICTED ACCESS

PROMOTE CANADIAN CAPABILITIES IN PUBLIC NETWORK PAGUET SWITCHING AND TELETIX TRANSMISSION AS PTT INTRODUCES TELETIX SERVICES IN 1987

COMPUTERS, SOFTWARE & SYSTEMS

SUPPORT ALIS IN ESTABLISHING EFFECTIVE MARKETING NETWORK FOR THEIR ENGLISH/ARABIC SYSTEMS

GATHER MARKET INTELLIGENCE ON ENGLISH, FRENCH AND US COMPETITION IN ORDER TO OFFER SUPPLIES AND SERVICES TO ACTUAL USERS.

CREATE AN ELECTRONIC BULLETIN WHICH WILL OFFER TECHNICAL NEWS FROM CANADA TO LOCAL USERS AND BUYERS.

PROMOTE SALE OF COMPUTER BASED SYSTEMS FOR OVERHAUL AND MAINTENANCE OF INDUSTRIAL PLANTS

BETTER INFORMATION ON PROSPECTS FOR LIMITED NEW CAPITAL PURCHASING

TRY OPEN DOORS OF MILITARY TELECOM DEPT.

ENSURE CANADIAN EQUIPMENT NOT EXCLUDED FROM MARKET BY COMPETITION

IDENTIFICATION OF PRIORITY REQUIREMENT ESPECIALLY SOLE-SOURCING PROSPECTS

INCREASE AWARENESS OF CANADIAN DATA MANUFACTURERS.

APPOINTMENT OF AGENT AND DISTRIBUTORS.

INCREASE NUMBER OF CDN COMPUTER SYSTEMS FIRMS IN KSA.

INCREASE FAMILIARITY WITH CDN COMPUTER FIRMS.

SALE OF SYSTEM TO ONE OF MAJOR INDUSTRIAL USERS (PETROCHEMICAL) IN KINGDOM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FOLLOW UP ON SPECTRUM MANAGEMENT PROPOSAL.
FOLLOW UP OF CANADIAN OBSERVATORY PROJECT.

QUARTER: 3 -----

QUARTER: 4 -----

MET ACTING DEPUTY MINISTER PTT.
MET PRESIDENT AND VICE PRESIDENT OF KACST.
REPORTED TO NRC.