

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 : 635-BRASILIA

005-COMM. & INFORM. EQP. & SERV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UNCOMPLETED CIDA FINANCED PROGRAM FOR INSTALLATION OF SARSAT
GROUND STATION.

SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS
AND LOCATOR BEACONS.

SATELLITE 86 - SEMINAR ON CDN EXPERIENCE IN SATELLITE TELECOMMU-
NICATIONS SCHEDULED FOR DECEMBER 1986.

SALE OF CONSULTING SERVICES FOR SATELLITE USE

INCREASE AWARENESS AMONG BRAZILIAN PUBLIC & PRIVATE SECTORS OF
MULTIPLE USES OF TELECOMMUNICATIONS SATELLITE IN CDA TO PROMOTE
FULL UTILIZATION OF BRASILSAT I AND II.

SALE OF BRASILSAT III AND IV.

INTENSIFY RELATIONS WITH GOVERNMENT OFFICIALS TO PROMOTE SALE OF
BRASILSAT III AND/OR CONDORSAT (BRAZIL & ARGENTINA).

SALE OF CONSULTING SERVICES FOR SATELLITE USE

LOBBY GOVERNMENT OFFICIALS TO ENCOURAGE FULL MEMBERSHIP IN SARSAT

SALE OF ADDITIONAL ONE OR TWO SARSAT GROUND
STATION(S) AND LOCATOR BEACONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION AT SPAR RECEPTION IN RIO TO PROMO-
TE SUCCESSFUL OFFSET PROGRAM. NUMEROUS CALLS ON
FEDERAL AUTHORITIES TO PROMOTE CDN TECHNOLOGY/E-
XPERTISE IN SATELLITE TELECOMMUNICATIONS AND RU-
RAL TELEPHONY.

RE SPAR OFFSET PROGRAM HAS PUT CDN EXPORTER WELL
OUT FROM IN RUNNING FOR BRASILSAT III & IV. SR T-
ELECTOM LICENSING/TECH TRANSFER AGREEMENT WITH M-
ICROLAB VIRTUALLY COMPLETED. MINICOM SEEKING ADD-
ITIONAL CDN TECH/EXPERTISE IN RURAL TELEPHONE /

QUARTER: 2 PREPARE FOR EXPLORATORY MISSION FROM DOC; FOLLOW
UP RE: INCOMING TELECOM PLANNING OFFICIAL MISSION
EXPLORE CELLULAR MOBILE TELEPHONY MARKET; PROMO-
TE SKYWAVE "SUITCASE TERMINAL"; ASSIST SPAR IN
NEGOTIATIONS WITH MINISTRY.

DOC MISSION WELL RECEIVED. SERVED TO REINFORCE
CDN INTEREST IN VARIOUS TELECOM PRODUCT AREAS;
MISSION CONFIRMED BUT POSTPONED TO '88; CELLULAR
MOBILE MARKET PROVIDES GOOD PROSPECTS FOR NOVEL-
TEL; MILITARY TELECOM MISSION TO CDA IN OCT

QUARTER: 3 -----

QUARTER: 4 -----