

POST : 612-WASHINGTON

005-COMM. & INFORM. EQP. & SERV  
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

CONTINUE TO ADVISE CANADIAN INDUSTRY OF OPPORTUNITIES IN MAJOR PROJECTS (EG. FTS 2000).

IMPROVED PROCUREMENT BIDDING OPPORTUNITIES IN THIS SECTOR AND OTHERS. THIS WILL BE ESPECIALLY RELEVANT AS A FOLLOW-UP TO THE CURRENT BIDNET AND DABS PROGRAMS.

PROVIDE INFORMATION & ASSISTANCE TO CANADIAN MANUFACTURING ENTERING THE U.S. FEDERAL GOVERNMENT MARKET.

IMPROVED PROCUREMENT BIDDING OPPORTUNITIES IN THIS SECTOR AND OTHERS. THIS WILL BE ESPECIALLY RELEVANT AS A FOLLOW-UP TO THE CURRENT BIDNET AND DABS PROGRAMS.

COMPUTERS, SOFTWARE & SYSTEMS

CONTINUING INDIVIDUAL COMPANY PRESENTATIONS TO USA FEDERAL GOVERNMENT OFFICIALS.

NEW PENETRATION AND IMPROVED ACCEPTABILITY OF CANADIAN DEFENCE RELATED PRODUCTS.

CONTINUING ADVICE AND ASSISTANCE TO CANADIAN FIRMS ON HOW TO SELL TO USA FEDERAL GOVERNMENT AGENCIES.

CANADIAN COMPANY WILL SAVE CONSIDERABLE TIME AND COST AND AVOID BEING DISCOURAGED BY THE PURCHASING BUREAUCRACY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 POST CONTACTS MANAGEMENT SYSTEM: COMPUTERIZE DATABASE OF REGIONAL REPS/AGENTS/DISTRIBUTORS. CONTINUING ADVICE AND ASSISTANCE TO CDN. FIRMS ON HOW TO SELL TO U.S. FEDERAL GOVT. AGENCIES

DIFFICULT & TIME CONSUMING QUALIFICATION OF TERRITORY REPS UNDERTAKEN TO SERVICE SPECIFIC CDN. CO. ENQUIRIES. 14 FIRMS ADVISED IN WRITING ON PROCEDURES FOR MARKETING TO U.S. FED. GOVT. (NON-DEFENCE) AGENCIES.