

REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 431-HELSINKI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

CONTINUE EXPANSION OF POST'S DATABASE CONTAINING INFORMATION ON AGENTS, IMPORTERS AND END USERS OF INFORMATICS.

CONTINUE MAILINGS OF CANADIAN INFORMATICS PUBLICATIONS TO FINNISH IMPORTERS.

COMPLETE REPORT ON FINNISH REMOTE SENSING ACTIVITIES AND EQUIPMENT/SERVICES REQUIREMENTS.

UPDATE AND EXPAND INFORMATICS REPORT ON FINLAND PREVIOUSLY SENT TO TTT AND CANADIAN FIRMS.

BROADCASTING (INC CATV)

CONTINUE REPORTING DEVELOPMENTS IN FINNISH TV AND CATV INDUSTRIES TO DOC AND CANADIAN SUPPLIERS.

EVALUATE RESULTS OF 1986 CANADIAN CATV MISSION TO FINLAND.

MORE PRECISE ASSISTANCE TO CANADIAN EXPORTERS, MORE FIRMS REPRESENTED IN FINLAND.

INCREASED AWARENESS IN FINLAND OF CANADIAN EXPERTISE AND PRODUCTS.

SOME SALES OF CANADIAN REMOTE SENSING EQUIPMENT AND SERVICES.

BETTER APPRECIATION OF FINNISH OPPORTUNITIES BY CANADIAN INDUSTRY.

INCREASED PARTICIPATION OF CANADIAN FIRMS IN CATV PROGRAMS.

DETERMINE FURTHER OPPORTUNITIES FOR CANADIAN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 CONTINUE EXPANSION OF POST DATABASE OF IMPORTERS AND DISTRIBUTORS.  
CONTINUE REPORTING ON TV AND CATV DEVELOPMENT  
CONTINUE MAILING OF ELECTRONICS PUBLICATIONS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

LICENSING AGREEMENT FOR SOFTWARE REALIZED  
CTV REPORT WAS DESCRIBED IN CANEXPORTS RESULTING IN NUMEROUS ENQUIRIES.  
SUBSTANTIAL SALE OF ADD ON BOARDS REALIZED.