

REPORT 4
89/02/06

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 :601-BOSTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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| ESTABLISH WORKING RELATIONS WITH MASSACHUSETTS HI-TECH COUNCIL. | INCREASE KNOWLEDGE OF CDN CAPABILITIES. |
| HIRE NEW COMMERCIAL OFFICER | BRING MORE DYNAMISM TO EXPORT PROMOTION IN THIS SECTOR. |
| IDENTIFY KEY PUBLISHERS FOR CANADIAN SOFTWARE COMPANIES. | GET 4 CDN COMPANIES LISTED |
| IDENTIFY JOINT-VENTURE OPPORTUNITIES FOR SOFTWARE COMPANIES. | CONCLUDE 2 JOINT-VENTURES. |
| PROMOTE MORE ACTIVELY CDN EXPORTS OF COMPUTER/PERIPHERAL EQUIP., INCLUDING INCREASED ATTENDANCE BY CDN CO'S TO MAJOR SHOWS IN N.E. | CONCLUDE 5 REPS. AGREEMENTS FOR COMPUTER/PERIPHERAL EQUIPMENT MANUFACTURERS. |

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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| QUARTER: 1 A)COORDINATE CDN PARTICIPATION AT ELECTRO 88 IN BOSTON.
B)PARTICIPATE AT NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE. | A)37 CDN COYS EXHIBITED PROD & SERV. PARTICIPATION FUNDED THROUGH PEMD(GI).FOLLOW-UP TO BE MADE ON CONTACTS ESTABLISHED. B)10 CDN COYS PARTICIPATED. EACH COY WAS CONTACTED AT SHOW BY POST CO & FOLLOW-UP WILL BE MADE FROM CANADA. |
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QUARTER: 2 -----
QUARTER: 3 -----
QUARTER: 4 -----