

REPT4D  
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :436-DUBLIN

SECTOR :005-ADVANCED TECH. PROD. & SERV  
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

EXAMINE SCOPE FOR TECHNOLOGY TRANSFER  
JOINT VENTURES AND/OR LICENSING

REGULAR CONTACT WITH CANADIAN SUBSIDIARIES BRANCH PLANTS  
INCREASED IMPORTS OF COMPONENTS

MONITOR INTRODUCTION OF MMDS AND RELATED CABLE TV NEEDS  
SALES OF EQUIPMENT AND CONSULTANCY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist Cdn high-tech companies.  
Explore possibilities of local involvement  
prior to 1992.

Encouraging level of interest from various  
companies - All Computer; Cognos; ATI and  
Magus.

QUARTER: 2 Assess and monitor those sectors where  
technological co-operation can be encouraged  
prior to 1992.

A memorandum of understanding is under  
consideration for remote sensing - Geographic  
Information Systems.  
New contacts being established in both  
hardware/software.

QUARTER: 3 -----

QUARTER: 4 Publicise Marketplace'90 (High Tech) in London.  
Follow up meetings with Northern Telecom (Irl).

Irish companies did not travel to London en  
masse but several are corresponding with various  
companies. Various visits re special software.  
Sale of NT DPN 10 switch to AN Post (Irish  
Postal Service).