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 : 532-MELBOURNE

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

| PLANNING: ACTIVITIES PROPOSED IN POST PLAN: | ANTICIPATED RESULTS: |
|---|---|
| TELECOMMUNICATIONS (INC SPACE) | |
| FOLLOW UP REQUIRED ON DECEMBER COMPUTER/COMMUNICATIONS MISSION. | FINALISATION OF SALES ETC. DISCOVERED DURING MISSION. |
| COMPILE REVIEW OF FORECASTED DEVELOPMENTS BY TELECOM AUSTRALIA & OTC FOR DISTRIBUTION TO CANADIAN COMPANIES. | THIS WILL ENHANCED OUR AWARENESS OF OPPORTUNITIES AND PROVIDE OPENINGS FOR CANADIAN MANUFACTURERS. |
| ANALYSE/COMPILE REQUIREMENTS FOR PRIVATE SECTOR NETWORKS INDEP. OF TELECOM. | DITTO. (THIS AREA IS GROWING YET MUCH POTENTIAL REMAINS UNEXPLORED. |
| COMPUTERS, SOFTWARE & SYSTEMS | |
| FOLLOW UP TO COMPUTER/COMMUNICATIONS MISSION. | TO FINALISE SALES OPPORTUNITIES DOSCOVERED DURING MISSION AND TO IDENTIFY NEW AREAS IF INTEREST. |
| FOLLOW UP TO REMOTE SENSING STUDY SPECIALLY IMAGE PROCESSING SOFTWARE. | TO IDENTIFY FUTURE AREAS OF COLLABORATION BETWEEN CANADIAN AND AUSTRALIAN IMAGE PROCESSING SYSTEM MANUFACTURERS. |
| TO IDENTIFY SPECIFIC SECTORIAL REQUIREMENTS REQUIREMENTS FOR CANADIAN SOFTWARE I.E. MINING, MEDICAL AND NETWORK MANGEMENT SOFTWARE, IMAGE PROCESSING SOFTWARE (REMOTE SENSING). | TO IDENTIFY NICHE MARKETS OFFERING GOOD POTENTIAL FOR CANADIAN TECHNOLOGY. |

---

| TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: | QUARTERLY RESULTS REPORTED: |
|---|---|
| QUARTER: 1 ONTARIO TRADE MISSION - NEW ZEALAND/AUSTRALIA | ALTHOUGH MISSION FOCUS WAS N. ZEALAND, POST ARRANGED INDIVIDUAL APPOINTMENTS FOR MISSION MEMBERS. ISOLATION SYSTEMS IDENTIFIED SEVERAL PROBABLY CUSTOMERS FOR THEIR DEFENCE SURVEILLANCE EQPT. ASSESSMENT DEV GRP IDENTIFIED REP. |
| QUARTER: 1 NORTHERN TELECOM PACKET SWITCHING CONTRACT | POST ASSISTED NT PERSONNEL IN MONITORING, ARRANGING APPOINTMENTS TO PROMOTE NT BID FOR CDN $75 MIL CONTRACT. RESULT TO DATE IS THAT NT IS CURRENTLY SHORTLISTED WITH RECOMMENDATION/DECISION EXPECTED IN AUGUST. |
| QUARTER: 2 ----- | |
| QUARTER: 3 ----- | |
| QUARTER: 4 ----- | |