

REPT4D
90/04/05

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

POST :637-SAO PAULO

005-ADVANCED TECH. PROD. & SERV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

MOBILE CELLULAR TELEPHONE SYSTEMS
SPECIFICATIONS READY; TENDER EARLY 89 RESULTS MID 89;

INSTALLATION 1990.

COMMUN. SATEL: PHASE II OF BRZLN COMM. SAT. PROG. "BRASILSAT
TECHNICAL SPECIFICATIONS ALMOST READY TENDER EARLY 89,

RESULTS MID 89, DEL. 93.

CONT. SUPPORT TO CDN SOFTWARE CO. ENVISAGEING FINDING BRAZ.
4/5 FORMAL REPRESENTATION AND/OR TRANSFER OF TECHNOLOGY

AGREEMENTS.

CONTINUED PART. IN TECH SEMINARS PROMOTED BY RNT & OTHERS
INCREASE AWARENESS TO CDN. TECHNOLOGIES.

REPORTS ON SECTORS AND SUBSECTORS
FACILITATE MARKET OPPORTUNITY RECOGNITION.

CONTIN. ASSIT. TO CDN CO. TRYING TO EST. PRESENCE IN MKT VIA
AGENCY AGREEMENTS BUYING CONNECTIONS

INTENSIFY CONTACTS WITH ASSOCIATIONS/COMPANIES
IDENTIFY SPECIFIC OPPORTUNITIES (NICHE) INTRODUCING NEW

CDN. SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Continued assistance to Novatel & Northern.
- Assist Spar Aerospace in satellite bid.
- Assist Data Radio Inc. in market entry.

- Bid delivered, awaiting results.
- Bid delivered, results expected end May.
- Organizing 3 seminars to identify potential partners and sales opportunities.

QUARTER: 2 -Participation in INFORMATICA'89.
-Organized CDN participation in TELETRENDS.
-Assist Northern/Novatel on cellular phone proj.
-Assist SPAR satellite bid.

-24 CDN coys participated / four in CDN stand.
-SPAR participated with Amat of DATARADIO.
-Cellular tel. proj.adjudicated to Nortel/Nova.
-Monitor situation on satellite project.

QUARTER: 3 -----

QUARTER: 4 -----