

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 :347-RIYADH

005-COMM. & INFORM. EQP.& SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

CONTINUE DISCUSSIONS WITH KACST REGARDING CANADIAN TRAINING OF
TECHNICIANS AND MAPPERS.

TRAINEE PLACEMENTS IN CANADA

PROMOTE NEW ENHANCEMENTS ONCE MAJOR FACILITY COMPLETE AT KACST.

GENERATE REQUESTS FOR BUDGETARY PROPOSALS.

PURSUUE WITH MEPA USE OF CANADIAN EQUIPMENT FOR POLLUTION MONITO-
RING.

OBTAIN INVITATION FOR PROPOSAL.

MEET WITH DIRECTORS TO DETERMINE WHETHER THERE IS SUPPORT FOR
SYNTHETIC APETURE RADAR CAPABILITY.

ESTABLISH WHETHER THIS WILL BE NEW AREA OF
KACST ACTIVITY.

TELECOMMUNICATIONS (INC SPACE)

SUPPORT EFFORTS BY BELL CANADA INTERNATIONAL TO RENEW ADVISORY
CONTRACT TO SAUDI TELECOM.

SIGNING OF CONTRACT.

SUPPORT SR TELECOM PROPOSALS FOR RURAL RADIO SYSTEM.

SALE OF FIRST SRT SYSTEM TO PTT.

CONTINUE SUPPORT FOR SPECTRUM MANAGEMENT PROPOSAL AT PTT.

OBTAIN CONTRACT.

ESTABLISH STRONG AGENTS FOR PAQUET SWITCH MANUFACTURER.

SALES IN 1989 WHEN SERVICE INTRODUCED.

INTRODUCE CANADIAN TEST EQUIPMENT.

ESTABLISH LOCAL AGENTS.

ESTABLISH DEMO SYSTEM FOR CANADIAN SATELLITE COMMUNICATIONS.

OBTAIN REQUEST TO BID PROPOSED MFA LINK.

COMPUTERS, SOFTWARE & SYSTEMS

SUPPORT BCI OFFER ON MACHINE READABLE PASSPORTS.

RECEIVE INVITATION FOR FINANCIAL PROPOSAL.

SUPPORT SUPPLEMENTAL SALES OF BILINGUAL TERMINALS TO NATIONAL
INFORMATION CENTRE.

FURTHER SALE HUNDRED UNITS.

INTRODUCE CANADIAN SOFTWARE MANAGEMENT FIRMS TO MARKET.

ESTABLISH CANADIAN-SAUDI JOINT VENTURE.

ORGANIZE CANADIAN COMPUTER SPECIALISTS GROUP IN KINGDOM.

IMPROVE INTELLIGENCE ON AND RESPONSE TO
UPCOMING COMPUTER PROJECTS.