

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 : 531-WELLINGTON

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NEW ZEALAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

- PREPARATION OF DETAILED REPORT OF NZ MOD OPPORTUNITIES FOLLOWING HITECH
- LOBBY NZ MOD AND DND TO ENTER INTO PROCUREMENT MOU
- DELINEATION OF STRENGTHS OF NZ AGENTS
- CONVINCING MOD AND DND TO HAVE JOINT DEVELOPMENT

- IDENTIFICATION OF 4-6 NEW OPPORTUNITIES
- ESTABLISHMENT OF EXPANDED MOU
- 4 NEW AGENCY AGREEMENTS
- INITIATION OF FIRST SMALL SCALE JOINT DEVELOPMENT PROJECT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 -----
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

PLANNING
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ACTIVITIES PROPOSED IN POST PLAN
004-DEFENCE PROGRAMS, PRODUCTS, SERV
NEW ZEALAND

ANTICIPATED RESULTS

QUARTERLY RESULTS REPORTED