QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN



POST :533-SYDNEY

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

| PLANNING: ACTIVITIES PROPOSED IN POST PLAN: | ANTICIPATED RESULTS: |
|---|---|
| TELECOMMUNICATIONS (INC SPACE) | |
| MAINTAIN CLOSE LIAISON WITH CONTACTS ESTABLISHED DURING FEB 87 ELECTRONIC FUNDS TRANSFER POINT OF SALE MISSION. | SIX ADDITIONAL AGENCY/DISTRIBUTORS AGREEMENTS |
| PREPARATION OF FOUR NEW MARKET STUDIES IN INFORMATICS SECTOR. | STIMULATE 20 ADDITIONAL VISITS TO THE MARKET BY CANADIAN SUPPLIERS. |
| INITIATE CONTACT WITH AUSTRALIAN HIGH TECH INDUSTRY ASSOCIATIONS. | INCORPORATION OF CANADIAN PROMOTIONAL ACTIVITY INTO INDUSTRY ASSOCIATION EVENTS. |
| PUBLISH A SPECIAL"HIGH TECH"EDITION OF THE POST COMMERCIAL NEWS-LETTER. | 100 PRODUCT ENQUIRIES. |
| COMPUTERS, SOFTWARE & SYSTEMS | |
| FOLLOW UP ON ELECTRONIC FUNDS TRANSFER/POINT OF SALE MISSION OF FEB 87. | SALES OF $20 MILLION. |
| ARTICLES IN POST COMMERCIAL NEWSLETTER ON COMPUTER-RELATED PRODUCTS AND SERVICES. | 75 PRODUCTS ENQUIRIES. |
| VISIT PROGRAM TO NEW AUSTRALIAN CENTRES OF EXCELLENCE | JOINT VENTURES |
| POST TO PREPARE AND PUBLISH A MARKET STUDY ON OPPORTUNITIES IN THE AUSTRALIAN MARKET FOR COMPUTER RELATED PRODUCTS AND SERVICES. | |
| ORGANIZATION OF A SEMINAR ON SOFTWARE, POSSIBLY WITH PROVINCIAL GOVERNMENT FUNDING. | GREATER CANADA COMPANY VISIBILITY IN THE MARKET. |
| POST TO CONDUCT A MARKET STUDY ON ROBOTICS/ARTIFICIAL INTELLIGEN-CE AND DISTRIBUTE TO POTENTIAL CANADIAN EXPORTERS. | TEN ARRANGEMENTS FOR LOCAL DISTRIBUTION OF CANADIAN PRODUCTS/SERVICES. |
| PUBLISH AN ARTICLE IN THE POST COMMERCIAL NEWSLETTER ON ROBOTICS AND ARTIFICIAL INTELLIGENCE. | 30 PRODUCT INQUIRIES. |

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| TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: | QUARTERLY RESULTS REPORTED: |
|---|---|
| QUARTER: 1 ----- | |
| QUARTER: 2 ----- | |
| QUARTER: 3 ----- | |
| QUARTER: 4 ----- | |