REPORT 4
89/02/06

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 :637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

  ALL SUB-SECTORS

          CONTINUED FOLLOW-UP WITH PARTICIPANTS OF REGULAR FEDERALLY AND   MAXIMIZE CONCRETE RESULTS IN TERMS OF AGENC-
          PROVINCIALLY SPONSORED HI-TECH MISSIONS TO BRAZIL   IES ESTABLISHED (UP TO 5),CONCLUSION OF SALES
                                                                                  OR ESTABLISHMENT OF JV/TT (UP TO 4)

          FOLLOW-UP ON HI-TECH'87 AND CONTACTS WITH BRAZILIANS ESTABLISHED   REPRESENTATION AGREEMENTS (UP TO 3).
          AS A RESULT OF SAME.

          CONTINUE TO SUPPORT SALES EFFORTS BY OTHER CANADIAN COMPANIES   CONCLUSION OF 2/3 SALES AGREEMENTS AND/OR JV/
          SUCH AS SPAR, SR TELECOM, MITEL, NORTHERN TELECOM,LOGO AND OTHERS   TT.

          REPORT ON NEW SOFTWARE LAW EXPECTED TO BE RELEASED IN NEXT FEW   RESOLVE WHETHER PARTICIPATION IN INFORMATICA
          MONTHS.   '89 JUSTIFIED.

          ORGANIZE PARTICIPATION IN AND FOLLOW-UP ON CONTACTS TO BE ESTA-   INCREASED EXPOSURE OF CANADIAN CAPABILITIES
          BLISHED AT TELECOM'88 IN RIO DE JANEIRO.   IN SECTOR AND INCREMENTAL OPPORTUNITIES FOR
                                                                                  SALES/TECHNOLOGY COOPERATION.

          FOLLOW UP ON SATELLITE'86 AND 87,ON SATELLITE APPLICATIONS AND   INTRODUCTION OF CANADIAN KNOW-HOW/TECHNOLOGY
          ENVISAGE PARTICIPATION IN SIMILAR SEMINAR EVENTS IN 1988.   IN FUTURE BRAZILIAN APPLICATIONS,E.G. TELE-
                                                                                  EDUCATION, TELE-MEDICINE.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

  QUARTER: 1 A)ORGANIZE & PARTICIPATE IN AMERICAS TELECOM   A)EVENT A TOTAL SUCCESS FROM RESULTS ACHIEVED
             (RIO) MAY 88.   (SALES & BUSINESS ASSOCIATIONS).

  QUARTER: 2 Technical cooperation agreement with TELEBRAS.   Resulted in series of visits of TELEBRAS spec-
             2. ISDN Seminar: Northern Telecom/Mitel   ialists to Cda. 2. Resulted in incr. interest by
             3. Quebec Mission   CPQD in proprierty chips produced by Mitel
             4. Proceed with preparation of Satellite '88   3. Resulted in agreement in principal for rep-
                                                                                  resentation

  QUARTER: 3 -----

  QUARTER: 4 -----