REPORT 4 89/10/10

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 : 519-SEOUL

005-ADVANCED TECH. PROD. & SERV KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

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GATHER & UPDATE INFO ON THE PLANNED PROJECTS FOR R.S. SYS IN COMING YEARS.

PREPARE A REPORT ON KOREAN REMOTE SENSING SECTOR'S CURRENT STATUS AND PROSPECTS.

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CATALOGUE SHOW FOR CANADIAN EQUIPMENT.

HOLD 4-5 INDIVIDUAL COMPANY DEMONSTRATION IN EMBASSY.

ALL SUB-SECTORS

HOLD CATALOGUE SHOWS ON ELECTRONIC COMPONENTS.

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UPDATE JOINT VENTURE AND TECHNOLOGY TRANSFER REPORTS.

PLAN FOR TECHNOLOGY TRANSFER SEMINAR IN THIS SECTOR DURING PROPOSED CANADA WEEK IN SEOUL.

HOLD 3 INDIVIDUAL DEMONSTRATION IN EMBASSY TRADE DISPLAY AREA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 A)FOLLOW-UP INCOMING DATACOM MISSION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

IDENTIFICATION ON CDN OPPORTUNITY.

INCREASED INTEREST & ACTIVITY IN THIS MARKET BY CDN FFIRM.

INCREASED NUMBER OF AGENTS.

ESTABLISH 3 AGENCY/LICENSEE AGREEMENTS

INCREASED NUMBER OF ACTIVE LOCAL AGENTS IN THIS SECTOR.

ATTRACT CDN FIRMS TO INCREASE INDUSTRIAL COO-PERATION WITH KOREAN FIRMS.

ESTABLISH TWO TECHNOLOFY TRANSFER AND JOINT VENTURE AGREEMENTS IN THIS SECTOR BY FY 88/89

ESTABLISH 3 AGENCY/LICENSEE ARRANGEMENTS.

QUARTERLY RESULTS REPORTED:

A)KOREA SECURITIES COMPUTER HAS INVITED NEWBRIDGE TECHNOLOGIES AND GANDALF TO PARTICIPATE IN THEIR UP-COMING BID REQUEST.

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