

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 635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UNCOMPLETED CIDA FINANCED PROGRAM FOR INSTALLATION OF SARSAT GROUND STATION.

SATELLITE 86 - SEMINAR ON CDN EXPERIENCE IN SATELLITE TELECOMMUNICATIONS SCHEDULED FOR DECEMBER 1986.

INCREASE AWARENESS AMONG BRAZILIAN PUBLIC & PRIVATE SECTORS OF MULTIPLE USES OF TELECOMMUNICATIONS SATELLITE IN CDA TO PROMOTE FULL UTILIZATION OF BRASILSAT I AND II.

INTENSIFY RELATIONS WITH GOVERNMENT OFFICIALS TO PROMOTE SALE OF BRASILSAT III AND/OR CONDORSAT (BRAZIL & ARGENTINA).

LOBBY GOVERNMENT OFFICIALS TO ENCOURAGE FULL MEMBERSHIP IN SARSAT

SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS AND LOCATOR BEACONS.

SALE OF CONSULTING SERVICES FOR SATELLITE USE

SALE OF BRASILSAT III AND IV.

SALE OF CONSULTING SERVICES FOR SATELLITE USE

SALE OF ADDITIONAL ONE OR TWO SARSAT GROUND STATION(S) AND LOCATOR BEACONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION AT SPAR RECEPTION IN RIO TO PROMOTE SUCCESSFUL OFFSET PROGRAM. NUMEROUS CALLS ON FEDERAL AUTHORITIES TO PROMOTE CDN TECHNOLOGY/EXPERTISE IN SATELLITE TELECOMMUNICATIONS AND RURAL TELEPHONY.

QUARTER: 2 PREPARE FOR EXPLORATORY MISSION FROM DOC; FOLLOW UP RE: INCOMING TELECOM PLANNING OFFICIAL MISSION EXPLORE CELLULAR MOBILE TELEPHONY MARKET; PROMOTE SKYWAVE "SUITCASE TERMINAL"; ASSIST SPAR IN NEGOTIATIONS WITH MINISTRY.

QUARTER: 3 MONITOR & REPORT PROGRESS OF BILL ON SOFTWARE - ASSIST SPAR AEROSPACE IN ITS MULTIFACETED PURSUIT OF BRASILSAT III & IV. PURSUE OPPORTUNITIES OF NOVATEL IN MOBILE CELLULAR TELEPHONE SYSTEMS (BRASILIA).

QUARTER: 4 -----

RE SPAR OFFSET PROGRAM HAS PUT CDN EXPORTER WELL OUT FROM IN RUNNING FOR BRASILSAT III & IV. SR T-ELECOM LICENSING/TECH TRANSFER AGREEMENT WITH MICROLAB VIRTUALLY COMPLETED. MINICOM SEEKING ADDITIONAL CDN TECH/EXPERTISE IN RURAL TELEPHONE /

DOC MISSION WELL RECEIVED. SERVED TO REINFORCE CDN INTEREST IN VARIOUS TELECOM PRODUCT AREAS; MISSION CONFIRMED BUT POSTPONED TO '88; CELLULAR MOBILE MARKET PROVIDES GOOD PROSPECTS FOR NOVELTEL; MILITARY TELECOM MISSION TO CDA IN OCT

MONITORED & CONSULTED WITH FRIENDLY EMBASSIES & REPORTED TO OTT. IMPLICATIONS FOR CDN EXPORTERS NEW LAW WHICH GIVES 25 YR COPYRIGHT PROTECTION & SOME MKT ACCESS. ASSISTED IN COORDINATION OF BRZLN MILITARY MISSION TO CDA WHICH LED TO