

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 544-MEXICO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

CONTINUE SEARCHING FOR CANADIAN MANUFACTURERS WITH EXPORTING
CAPABILITY OF TELECOMMUNICATIONS EQUIPMENT.

INCREASED CANADIAN PRESENCE IN THIS MARKET.

COMPUTERS, SOFTWARE & SYSTEMS

TO CONTINUE PROMOTING CANADIAN INDUSTRIES CAPABILITY IN THIS
SUBSECTOR AMONG LOCAL RELATED COMPANIES

INCREASE AWARENESS OF CANADIAN CAPABILITY

TO IMPLEMENT A PROGRAM OF VISITS TO GUADALAJARA CITY, AREA OF
MAIN CONCENTRATION OF EDP EQUIPMENT MANUFACTURERS.

DEVELOP A CLOSER RELATIONSHIP WITH
MANUFACTURERS AND DETECT OPPORTUNITIES FOR
CANADIAN INDUSTRY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFY CDN SUPPLIER OF EQUIPMENT REQUIRED IN
MEXICO AND STIMULATE AND ASSIST PROMOTIONAL EFF-
ORTS. SUPPORT PROMOTION OF SPECTRUM MANGEMENT.

ASSISTED IN PROMOTION OF X.25 DATA COMMUNICATI-
ONS EQPT (MINISTRY HAS PLACED ORDER) & ARRANGED
AGENCIES FOR MICROTEL & NORSAT FOR SATELLITE TE-
LECOMS EQPT. SNC HAS BASIC GOM ACCEPTANCE AND
CONTRACT IS LIKELY.

QUARTER: 2 CONTINUE SUPPORT FOR SNC BID FOR SPECTRUM
MANAGEMENT PROJECT.

DURING RECENT SNC/EDC VISIT TO MEXICO CITY,
NAFINSA WAS INSTRUCTED BY GOM TO NEGOCIATE
FINANCING CONTRACT WITH EDC AND SCT (MINISTRY)
WAS INSTRUCTED TO NEGOTIATE COMMERCIAL CONTRACT
WITH SNC.

QUARTER: 3 INTENSIVE SUPPORT FOR SNC/DGB BID FOR SPECTRUM
MANAGEMENT PROJECT.

NEGOTIATIONS WERE VIRTUALLY COMPLETED DURING RE-
PORTING PERIOD. CONTRACT SHOULD BE SIGNED NEXT
QUARTER.

QUARTER: 4 -----