

REPORT 4
88/10/21

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 : 522-NEW DELHI

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON MOC JAN'88 VISIT FOR IMPLEMENTATION OF MOU(S) POSSIBLY SIGNED DURING VISIT IN DIRECT DIALLING, TRC/DOC. RESEARCH AGREEMENT AND REMOTE SENSING/SATELLITE - INSTITUTIONAL COLLABORATION.

ASSESS POSSIBILITY OF PURCHASING INDIAN SOFTWARE FOR CANADIAN COMPUTER INDUSTRY.

CONTINUE SUPPORT TO CANAC/ATI FOR RAILWAYS TELECOM PROJECT AND ALSO SPAR IN TDMA DEMO.

PLAN AND EXECUTE POSSIBLE VISIT OF MINISTER OF STATE FOR SCIENCE AND TECHNOLOGY TO INDIA.

ORGANISE AND FOLLOW-UP PROPOSED DRIE SPACE INDUSTRY MISSION TO INDIA AS FOLLOW UP TO DRIE INDUSTRIAL COLLABORATION VISIT OCT'87.

INITIATE STUDY OF INDIAN SCIENTIFIC INSTRUMENTATION AND ELECTRONIC COMPONENTS IN ORDER TO IDENTIFY CANADIAN EXPORT OPPORTUNITIES

ESTABLISHMENT OF GOVT TO GOVT AND PRIVATE TO PRIVATE STRATEGIC LINKAGES & INDUSTRIAL COLLABORATIONS IN COMMUNICATIONS SECTOR.

ENHANCEMENT OF CDN INDUSTRIAL COMPETITIVENESS AND ALSO ENHANCE CANADIAN HARDWARE EXPORTS TO INDIA.

EXPORT SALES OF GOODS AND SERVICES VALUED AT C\$ 15M.

RAISE PROFILE OF CANADIAN SPACE/ REMOTE SENSING INDUSTRY IN INDIA.

IMPROVE BUSINESS PROSPECTS FOR MAJOR CDN COMPANIES SUCH AS SPAR, MDA, DIPIX, INTERRA TECHNOLOGIES ETC.

WILL EQUIP POST IN ADVISING CANADIAN COMPANIES SEEKING BUSINESS IN THIS SECTOR.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 FOLLOW-UP ON MOC JAN. 88 VISIT FOR IMPLEMENT'N OF MOV(S) IN DIRECT DIALLING, MOC/TRC RESEARCH AGRMT & REM. SENSING/SATELLITE INSTITU'L COLLAB'N. ASSESS POSSIBILITY OF PURCHASING INDIAN SOFTWARE FRO CDN COMPUTER INDUSTRY.

QUARTER: 1 ORGANISE & FOLLOW-UP PROPOSED DRIE SPACE IND. MISSION TO INDIA AS FOLLOW-UP TO DRIE IND'L COLLABORA'N VISIT OCT. 87. ORGANIZED COMPUTERISED TRACKING SYSTEM FOR INDUSTRIAL COLLABORATION INITIATIVES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

DISCUSSIONS ON MOV BETWEEN DOC AND TRC CONTINUING. EFFORTS CONTINUING AND INDIAN PRIVATE SECTOR COMPANIES BEING ENCOURAGED TO CONTACT CANADIAN FIRMS.

FOLLOWED UP - INCOMING MISSION SCHEDULED FOR NOVEMBER 1988. ORGANISED.