

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.

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

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

SALE OF CONSULTING SERVICES FOR SATELLITE USE

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

SALE OF BRASILSAT III AND IV.

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

SALE OF CONSULTING SERVICES FOR SATELLITE USE

LOBBY GOVERNMENT OFFICIALS TO ENCOURAGE FULL MEMBERSHIP IN SARSAT

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.

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 /

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.

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 NOVEL-TEL; MILITARY TELECOM MISSION TO CDA IN OCT

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).

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

QUARTER: 4 CONTINUE TO WORK CLOSELY WITH SPAR IN IMPLEMENTATION OF ITS STRATEGY TO SECURE ORDER FOR 2ND GENERATION OF SATELLITES. - MONITOR ISSUANCE OF NEW SEI REGULATIONS & ASSESS IMPACT ON CANADIAN SOFTWARE EXPORT OPPORTUNITIES.

ASSISTED SPAR AND BRAZILIAN REPRESENTATIVE IN IMPLEMENTING STRATEGY.  
- REPORT ON SEI DEVELOPMENTS.