

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :635-BRASILIA

005-ADVANCED TECH. PROD. & SERV
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA-FINANCED SARSAT GROUND STATION HAS BEEN INSTALLED
SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS AND LOCATOR

BEACONS.

SPAR PROPOSAL TO DEVELOP LOW COST/LOW CAP EARTH TERMINAL
IMPORTANT NEW PRODUCT DEVELOPMENT FOR SPAR AND SIGNIFICANT

SALES IN BRAZIL AND THIRD MARKETS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TELECOMMUNICATIONS EQUIPMENT AND SERVICES

- Assist Spar and Novatel-Northern Telecom during phase of evaluation by Telebras of satellite and cellular telephony bids.

- We have prepared and coordinated visits of Quebec Min. of Int'l Affairs and V.P. Cdn Space Agency - both in support of Spar's bid. Plus have assisted Spar Northern-Novatel on a permanent basis during rapidly changing bid evaluation period.

QUARTER: 2 - Assist Nortel/Novatel consortium in cellular telephony bids.

- Assist Spar bid for satellites during sensitive stage of tender evaluation.

- Nortel/Novatel consortium awarded cellular telephony contract for Brasilia.
- Announcement of satellite award is delayed - awaiting results.

QUARTER: 3 -----

QUARTER: 4 -----