

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 : 653-HAVANA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	HAVE TWO MAJOR CANADIAN COMMUNICATIONS FIRMS ORGANIZE TECHNICAL SEMINARS IN CUBA.	IMPROVE THEIR RELATIONSHIP WITH CLIENTS.
	HOST INFORMAL LUNCHESES WITH CUBAN EMPRESAS IN COMMUNICATIONS FIELD.	IMPROVE OUR RELATIONSHIP WITH CUBANS.
	GIVE SUBSCRIPTIONS OF SPECIALIZED CANADIAN MAGAZINES TO CUBAN OFFICIALS.	IMPROVE AWARENESS OF CANADIAN CAPABILITIES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	ENTREPRENDRE LES DEMARCHES NECESSAIRES POUR QUE MITEL ET SPILBURY ORGANISENT DES SEMINAIRES. ABONNER DIVERSES ORGANISATIONS CUBAINES A DES MAGAZINES DE TELECOMMUNICATIONS.	SPILSBURY NE PEUT RIEN FAIRE PARCE QUE LA SEE NE COUVRE PLUS CUBA. MITEL ORGANISERA VRAISEMBLABLEMENT UN SEMINAIRE EN OCTOBRE. MICROTEL, UN NOUVEAU VENU A CUBA A BIEN REUSSI SON ENTREE EN OBTENANT DES RENCONTRES DE HAUT NIVEAU.
QUARTER: 2	INITIATED PRELIMINARY WORK FOR MITEL SEMINAR IN HAVANA. MICROTEL, WITH POST ASSISTANCE, SUCCESSFULLY APPROACHED THE CUBAN MARKETPLACE.	MITEL SEMINAR IN CUBA SCHEDULED FOR 1ST QUARTER '88. MITEL ALSO OPENED A REPR. OFFICE IN HAV. TO PROVIDE LOCAL CUSTOMERS WITH TECHNICAL/AFTER SALES SERVICES. MINISTRY OF COMM. HAS AGREED TO PURCHASE 2 USED CENTRAL OFFICES FROM MICROTEL.
QUARTER: 3	SUPPORT MITEL FOR ESTABLISHING A PERMANENT REPRESENTATION IN CUBA. POST ASSISTANCE TO PARTICIPATION OF V INTERNATIONAL FAIR OF HAVANA. POST ASSISTANCE FOR DEVELOPING NEW MARKETS.	MITEL'S OFFICE ESTABLISHED IN HAVANA. SUCCESSFUL PART. AT HAVANA FAIR. GOLD METAL WAS AWARDED TO MITEL. MITEL ACHIEVED ADDITIONAL BUSINESS FOR CDN \$77,541. MICROTEL CURRENTLY NEGOTIATING CONTRACT FOR US \$100K.
QUARTER: 4	- MAINTAIN IMPORTANT SUPPORT TO COMPANIES ON CUBAN MARKET (MITEL AND MICROTEL). - SUPPORT CUBAN MISSION TO CANADA FOR TELEPHONE SYSTEMS.	- MITEL MAINTAINED A CONTRACT FLOW OF AVERAGE 3 TELEPHONE SYSTEMS MONTHLY. - CUBAN MISSION TO CANADA TO INSPECT AND DISCUSS PURCHASING OF 10,000 LINE TELEPHONE SYSTEMS.