

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 :423-BONN

SECTOR :005-ADVANCED TECH. PROD. & SERV
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

ANALYSIS & REPORTING ON REFORM OF FED. POSTS & TELECOM
FACILITATE PROMOTION OF CDN TELECOM PRODUCTS IN FRG.

MONITORING OF GOVT/MIN PROCUREMENT PROGRAMS AND POLICIES
INCREASE BIDS & CONTRACT AWARDS BY 5%.

EXPAND EXCHANGES BTWN CAN & GER ON BROADBAND COMMUN TECH
TECHNOLOGY TRANSFER IN ISDN BROADBAND; INITIAL SALES OF
CDN SERVICES & EQPT.

SUPPORT CDN CO. TO OPERATE MOBILE TELEPHONE NET
CDN CO. TO OPERATE PRIVATE SECTOR, NET.

PRESENTATION OF CDN EQPT TO BUNDESPOST (W/MUNICH)
5% INCREASE IN SALES OF EQPT.

FOLLOW UP OF VISIT TO CAN OF MINISTER OF POSTS & TELECOMMUN
INCREASED PROFILE FOR CANADA IN PROCUREMENT OF TELECOM
EQUIPMENT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 With general focus on developments in telecommu-
nications sector to promote business contacts
between Cdn and German cos with view to forma-
tion of partnerships to bid on FRG private mobi-
le tel network (D-Netz)

Two Cdn companies, BCE and CANTEL are now membe-
rs of consortia competing for licence to operate
D-Netz

QUARTER: 2 Pursue developments in the telecommunications
sector with a view to formation of partnerships
to bid on FRG private mobile tel network.

Follow-up with FRG authorities to ensure Cdn
interests in this bid are protected.

QUARTER: 3 Support for bids of BCE Mobile and Cantel to
operate mobile telephone network.

Regular reporting on evolution of competitive
process was done by post. Contract was eventual-
ly awarded to local firm.

QUARTER: 4 -----