REPORT 4
89/10/10

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 :644-MEXICO

005-ADVANCED TECH. PROD. & SERV
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
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CONTINUE SUPPORT TO COMPANIES PROMOTING RADIO-LINK EQUIPMENT FOR RURAL TELEPHONY AND PRIVATE SYSTEMS.	SALES OF EQUIPMENT.- $1 TO 2 MILLION.
WHEN SPECS FOR IADB FINANCED EXPANSION ARE ISSUED, ASSIST APPROPRIATE CANADIAN EQUIPMENT MANUFACTURERS TO REGISTER AS GOM SUPPLIERS AND ESTABLISHED REPRESENTATION.	PARTICIPATION IN 2 TENDERS. RESULTING FROM A $250,000 MILLION PROJECT BY TELMEX TO IMPROVE THE RELIABILITY OF THE MEXICO CITIES TELEPHONE SYSTEM.
ASSIST CANADIAN SATELLITE EQUIPMENT SUPPLIERS TO ESTABLISH A LEAD IN MORELOS I REPLACEMENT COMPETITION (CFT POSSIBLE IN 1991/92).	AT LEAST ONE COMPANY IN REGULAR CONTACT WITH MEXICAN SATELLITE AUTHORITY.
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ENCOURAGE CDN FIRMS TO REGISTER AS SUPPLIERS TO MEXICAN GOVERNMENT AND TO APPOINT LOCAL REPRESENTATIVES.	GREATER OPPORTUNITIES FOR CANADIAN COMPANIES TO PARTICIPATE IN TENDERS.
ENCOURAGE CANADIAN COYS TO PARTICIPATE IN THE TWO MAJOR COMPUTING EQUIPMENT SHOWS IN MEXICO A(MEX COM/88 AND B) COMPUCOM 88.	GREATER PARTICIPATION BY CANADIAN COYS IN MEXICAN TENDERS.
INITIATE A PROGRAM OF VISITS TO MEXICAN COMPUTER MANUFACTURERS.	IDENTIFICATION OF IMPORT REQUIREMENTS OR RELATED EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 CONTINUED INTENSIVE SUPPORT FOR SNC/DGB BID FOR SPECTRUM MANAGEMENT PROJECT.	RENEGOTIATED PROPOSAL REQUIRES FINAL APPROVAL FROM GOM INFORMATICS INST. WHICHI HAS SERIOUS RESERVATIONS. LOBBYING CONTINUES.
QUARTER: 2 Continued support for SNC/DGB bid for Spectrum Management Project. Support Microtel and Spar bids for PEMEX project for Telecommunications network.	Project postponed until next governement administration (beginning 01 DEC 88). Announcement of technical evaluation of bids expected late Sept but postponed.
QUARTER: 3 Northern Telecom to present its proposals to Telmex to be considered as a 3rd official supplier. DGB spectrum management project. Report on Mexican Market for software.	Followed up on behalf of Northern with Telmex, S.C.T.;monitored Pemex order for ground stations ; commercial officer tour of Canada; Report on mexican market for software.