

REPT4D
90/04/05

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 1. Assist Spar in on-going efforts to win satellite contract.
2. Assist NORTEL/NOVATEL in contract negotiations with TELEBRAS for cellular telephony.

1. Bid decision has been deferred to March 1990 but Spar's prospects remain promising.
2. Contract signed between TELEBRAS and NORTEL/NOVATEL.

QUARTER: 4 -----