

REPORT 4
88/03/16

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 : 433-OSLO

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

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 WORK WITH MICRONAV IN ATTEMPT TO INTRODUCE MLS
INTO NORWAY.

QUARTER: 3 TELECOM 87, GENEVA. PTT DE-REGULATION.

QUARTER: 3 INFORMATICS MISSION IN NORWAY. OFFICE EQUIPMENT
SHOW, OSLO.

QUARTER: 3 VISITED PTT REGARDING MULTI-MICROWAVE DISTRIBUTION
SYSTEM. ATTENDED CATV EXHIBITION IN OSLO.

QUARTER: 4 -----

CONFIRMED JV WITH NORSK MARCONI AND VERY LIKELY
SUCCESS ON SALE OF MLS SYSTEM TO NORWAY.

AGENCY AGREEMENTS(5) UNDER NEGOTIATIONS WITH IN-
TRODUCTION NORWEGIAN COMPANIES DURING SHOW. PTT
DE-REGULATION DELAYED-CAUSING DELAY IN POSSIBLE
SALES.

AGENCY AGREEMENTS(5) UNDER NEGOTIATIONS WITH IN-
CREASED AWARENESS OF CDN TECH. AVAILABLE. NO
SEMINAR CONDUCTED AS INDIVIDUAL VISITS ARRANGED
INSTEAD. ATTENDED & ESTABLISHED SEVERAL NEW
CONTACTS.

NORWEGIAN PTT HAS SHIFTED EMPHASIS & NO LONGER
INTERESTED IN MMDS. INCREASED AWARENESS OF CDN
INTEREST & CURRENTLY WORKING ON REPORT.