

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 :436-DUBLIN

SECTOR :005-ADVANCED TECH. PROD. & SERV
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

EXAMINE SCOPE FOR TECHNOLOGY TRANSFER
JOINT VENTURES AND/OR LICENSING

REGULAR CONTACT WITH CANADIAN SUBSIDIARIES BRANCH PLANTS
INCREASED IMPORTS OF COMPONENTS

MONITOR INTRODUCTION OF MMDS AND RELATED CABLE TV NEEDS
SALES OF EQUIPMENT AND CONSULTANCY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist Cdn high-tech companies.
Explore possibilities of local involvement
prior to 1992.

Encouraging level of interest from various
companies - All Computer; Cognos; ATI and
Magus.

QUARTER: 2 Assess and monitor those sectors where
technological co-operation can be encouraged
prior to 1992.

A memorandum of understanding is under
consideration for remote sensing - Geographic
Information Systems.
New contacts being established in both
hardware/software.

QUARTER: 3 -----

QUARTER: 4 Publicise Marketplace'90 (High Tech) in London.
Follow up meetings with Northern Telecom (Irl).

Irish companies did not travel to London en
masse but several are corresponding with various
companies. Various visits re special software.
Sale of NT DPN 10 switch to AN Post (Irish
Postal Service).