

Key Strategic Priorities:

- *target resources within key regions in North America, Asia/Pacific and Europe;*
- *support IT industry competitiveness in world markets through market development, investment promotion, joint industrial R&D and technology transfer activities that are integrated and co-ordinated across government;*
- *intensify the systematic collection of market and technology intelligence throughout main industrialized countries and disseminate to clients in the sector;*
- *improve market access and non-discriminatory trading practices through participation in bilateral and multilateral trade negotiations;*
- *promote a stronger synergy between Canadian IT firms and foreign partners by participating in industrial co-operation agreements with Japan, Germany, France, the U.S. and other countries.*
- *develop co-operation initiatives where Canadian industry identifies specific needs for international linkages;*
- *implement a series of measures to promote small- and medium-sized IT firms' awareness of export marketing, market access, distribution practices and technology alliances, and to improve their export readiness.*

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Activity	Date	Location	Dept.	Contact
United States				
Telecommunication industry, investment initiative: Matchmaker	TBD 1992	Los Angeles	EAITC	613-993-6577
Telecommunication products, trade mission to: Computers, investment initiative: matchmaker	TBD 1992	Dallas	EAITC	613-991-9474
Telecommunication products, trade fair: Supercomm '92	TBD 1992	Los Angeles	EAITC	613-993-6577
Strategic partnering matchmaking:	TBD 1992	Milwaukee	EAITC	613-991-9474
Computer hardware/software, office automation, investment initiative: video conference	TBD 1992	San Diego	EAITC	613-993-6577
Software, investment initiative: matchmaker	TBD 1992	Dallas	EAITC	613-993-6577
Opto-electronics components, investment initiative: Matchmaker	TBD 1992	Boston	EAITC	613-993-6577
Computer softwares, trade mission to:	TBD 1992	Pasadena	EAITC	613-993-6577
Information technologies, trade mission to:	TBD 1992	Boston	EAITC	613-993-6576
Technology Brokers, investment initiative, trade mission to:	TBD 1992	Sacramento	EAITC	613-232-1511
Telecommunication industry, investment initiative: seminar	TBD 1992	New Jersey	EAITC	613-993-6577
Telecommunication industry, investment initiative: investment booth	TBD 1992	Chicago	EAITC	613-993-6577
Computing products for world market, publication:	TBD 1992	Atlanta	EAITC	613-993-6577
Information technologies, trade fair: Federal Computer Conference	TBD 1992	U.S.	EAITC	613-993-6576
Computer hardware, investment initiative: seminar	TBD 1992	Anaheim	EAITC	613-232-1511
Super-conductor/super-collider, trade mission from:	Jun 1992	Chicago	EAITC	613-993-6577
Computer hardware/software, office automation, trade fair: PCExpo	Jun 1992	Dallas	EAITC	613-991-9474
Telecommunication products, trade mission from:	Jun 1992	New York	EAITC	613-993-6576
Information technologies, trade fair: Urban & Regional Info System	Jul 1992	Chicago	EAITC	613-993-6577
Information technologies, trade fair: Fedmicro	Jul 1992	Atlanta	EAITC	613-991-9474
Telecommunication products, trade mission from:	Aug 1992	Washington	EAITC	613-232-1511
Computer hardware/software, trade fair, national stand:	Sep 1992	Washington	EAITC	613-232-1511
Telecommunication products, trade fair: IMCE	Sep 1992	Chicago	EAITC	613-991-9474
NEBS/NEXUS software, health care:	Sep 1992	Rochester	EAITC	613-993-6576
Investment promotion: promotion of MERIT partnership with U.S. firms	Sep 1992	Atlanta	EAITC	613-991-9474
Computer hardware/software, office automation, trade fair: Network	Sep 1992	Boston	ISTC	514-496-1388
Telecommunication industry, investment initiative: workshop	Sep 1992	San Francisco, Boston, Dallas	ISTC	613-952-8421
Strategic technology alliances (microelectronics): set up video conferences	Sep 1992	Dallas	EAITC	613-993-6576
Co-venturing/partnering mission (software):	Sep 1992	Boston	EAITC	613-993-6577
Strategic alliances opportunities video conference: Telecommunication Equipment	Sep 1992	U.S.	ISTC	613-952-8417
Telecommunication products, trade fair: South E. Telecommunication	Sep 1992	Chicago, Los Angeles	INV CDA	613-941-2465
Intelligence and analysis: promotion of Canadian access to U.S. research in emerging technologies	Sep 1992	Atlanta	EAITC	613-992-4916
NEBS/NEXUS software, geomatics-teledetection:	Sep 1992	Atlanta	EAITC	613-991-9474
Electronic components, trade fair, information booth: Midcon	Sep 1992	U.S.	ISTC	613-952-8421
Software, investment initiative: investment booth	Sep 1992	Boston	ISTC	514-496-1388
	Sep 1992	Dallas	EAITC	613-991-9474
	Oct 1992	Portland	EAITC	613-993-6577