REPORT 4
89/02/06

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 :422-VIENNA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOMMUNICATIONS (INC SPACE)	
IN PROCESS OF COMPLETING AUSTRIAN COMPANIES ELECTRONIC DIRECTORY FOR THE USE OF POTENTIAL CANADIAN EXPORTERS.	NEW POTENTIAL SOURCES FOR CANADIAN EXPORTERS.
CLOSE LIAISON WITH UNIDO/VIENNA AIMED AT INTRODUCING CANADIAN TELECOMMUNICATION COMPANIES IN INTERNATIONAL COOPERATIVE PROJECTS UNDER THE AUSPICES OF SEVERAL UN AGENCIES.	CREATING AND IMPROVING AWARENESS OF CANADIAN CAPABILITIES IN THIS SECTOR THUS INCREASING SALES POSSIBILITIES FOR CANADIAN COMPANIES IN THIRD MARKETS.
COMPUTERS, SOFTWARE & SYSTEMS	
CONTINUING OUR EFFORTS TO INCREASE CANADIAN PRESENCE IN THIS SECTOR IN AUSTRIA.	NEW BUYING CONNECTIONS AND CONSEQUENT SALES INCREASE OF 10-15%.
CLOSE LIAISON WITH FCC (FEDERAL ECONOMIC CHAMBER) AIMED AT SOFTWARE TECHNOLOGY EXCHANGE.	INCREASE AWARENESS OF CANADIAN STATE-OF-ART I -N THIS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 PREPARATION FOR CANADIAN INFORMATICS TRADE MISSION TO AUSTRIA - FALL'88.	PRELIMINARY, INCLUSIVE MARKET STUDIES, WORK COMPLETED;
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	