

REPT4D  
90/06/26

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

102

POST :347-RIYADH

SECTOR :014-EDUCATION, MEDICAL, HEALTH PROD  
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:HOSP. & MEDICAL EQUIP, INSTRUM.

CONTACTS WITH AGENCIES TO INTRO. FURTHER CDN EXPERTISE & CO.  
2-3 AGENCY AGREEMENTS

CDN CO. TO BE INVITED TO PARTIC. IN TENDERS FOR MEDICAL EQPT  
2-3 AGENCY AGREEMENTS

WATCH FOR NEW TENDERS & INFORM CDN COMPANIES  
TO ALLOW CDN COMPANIES TO PARTICIPATE IN UPCOMING TENDERS

CONTACTS WITH MAJOR PUBLIC SECTOR HOSPITALS I.D. NEEDS  
IDENTIFICATION OF AND SALES IN NICHE MARKETS

ENCOURAGE CDN CO. TO PARTICIPATE IN MIDDLE EAST MEDICARE  
INITIATE SALES AND AGENCY AGREEMENTS

SUB-SECTOR:EDUCATIONAL SERVICES,EQUIPMENT

INCREASE TRAINING OF SAUDI MEDICAL STAFF IN CDA  
INCREASE NUMBER OF TRAINEES TO 500 BY 1991

FOLLOW-UP ACTIVITIES IDENTIFIED BY JEC  
3 TRAINING CONTRACTS

FOLLOW-UP CONCLUSION OF 2 PROPOSALS CONCERNING HEALTH CARE  
2 CONTRACTS

MARKET SURVEY WILL BE PREPARED FOR DISTRIBUTION  
TO STIMULATE THE INTEREST OF CDN SUPPLIERS BY PROVIDING INFO

ON MARKET OPPORTUNITIES

STRENGTHEN CONTACTS-MINISTRY OF INTERIOR-SEARCH & RESCUE  
25 TRAINEES

STRENGTHEN CONTACTS-INSTITUTE OF PUBLIC ADMIN. PROMOTE TRAIN  
3 TRAINEES

DEVELOP CONTACTS BETWEEN MOI & CDN COLLEGES TRAIN POLICE/PER  
4 TRAINEES

SUB-SECTOR:SERVICES INCLUDING CONSULTING

ASSIST CDN CO. IN CONCLUDING TRAINING PROPOSALS  
2 CONTRACTS