

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

REPT4D
 90/04/05

POST :511-KUALA LUMPUR

005-ADVANCED TECH. PROD. & SERV
 MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SURV INFORMATICS CLIENTS TO ASSESS & DEV MKT STRATEGIES
 SHOPPING LIST DISTRIBUTED TO SUPPLIERS; DECISION ON DATACOM

MISSION

ENSURE LEADING COS PARTICIPATE IN UPCOMING TRADE MISSIONS
 INCREASE CDN EXPOSURE TO EMERGING COMMERCIAL OPPORTUNITIES

ASSIST CDN COS IN THEIR PLANS TO ESTABL LOCAL JOINT VENTURES
 STRENGTHEN LOCAL CDN PRESENCE IN TELECOMS SECTOR; INCREASE

EQUIPMENT SALES

SUPP CDN CO IN REMOTE SENSING TO ESTABLISH JOINT VENTURE
 BROADEN RESIDENT CDN REMOTE SENSING CAPABILITY; PROMOTE CDN

SUPPLY CAPABILITY.

TRACK DEVELOP PLANS OF STM & RTM TO DETERM NEW SATELLITE REQ
 EDUCATE CDN INDUSTRY ON MARKET PROSPECTS, INCREASE NO. OF CDN

TENDER BIDS

ASSESS INT IN FORM PARTNER.W/CDN SUPPL IN AREA OF REM.SENS.
 PROVIDE COMPETING CDN COS WITH GREATER RANGE OF QUALIFIED

LOCAL AFFILIATES

ESTABLISH DATACOM REQUIREMENTS OF MALAYSIAN UTILITIES
 ADVISE CDN INDUSTRY OF SALES PROSPECTS; ESTABLISH CDA AS

VIALE ALTERNATIVE

IDENT COS UTILIZ PROCESS CONTROL INSTRUM & ASSES MKT PROSP.
 MATCH MLSIAN REQ TO CDN SUPPLY CAPAB; MORE CDN SUPPLIERS

VISIT MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promoted Cdn satellite expertise to STM,RTM and
 TV3, Encourage Prov to promote telecoms expertise
 Identify new opportunities for Remote Sensing
 Services & Technology

Director of Satellite unit to visit Cda; Intera
 awarded \$1 mn aerial survey contract, Que defence
 telecoms mission scheduled for Aug; Bercha won
 satellite data interpretation contract; Two Cdn
 companies signed agency agreements.

QUARTER: 2 Assist Spectrocan in presenting study to JTM;
 Quebec Defence/Telecommunications mission;
 identify participants for TEMIC Total Network
 Management Training.

Spectrocan study complete; await project
 implementation; 4 telecom firms participated in
 Quebec mission; Dataradio seminar attracted 58
 agents and end-users; 3 invitees from STM for
 TEMIC program.

QUARTER: 3 Planning for incoming telecoms mission;
 assisting Spectrocan Engineering and CCC with
 project at JTM; product seminar for AIT Canada
 to Malaysian government officials; Remote
 Sensing Conference.

JTM/CCC signed MOU Dec 89; proceeding
 with contract negotiations. AIT seminar well
 received. Four Canadian firms represented at
 Remote Sensing Conference.

QUARTER: 4 -----