

POST : 410-PARIS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

DETAILED STUDY TO IDENTIFY OPENINGS.

DEVELOPMENT OF PLAN OF ACTION FOR EMBASSY IN THIS SECTOR.

DETAILED STUDY TO IDENTIFY POTENTIAL OPENINGS.

WHEN STUDY IS COMPLETED, DEVELOPMENT OF A LONG-TERM ACTION STRATEGY IN THIS SECTOR BY THE EMBASSY.

ANTICIPATED RESULTS:

IMPROVED POSITION IN SECTOR OF FRENCH MARKET.

GREATER FAMILIARITY WITH POTENTIAL OPENINGS.

STRENGTHENED POSITION FOR CANADIAN EXPORTERS IN FRANCE IN THIS SECTOR.

IMPLEMENTATION OF A PLAN OF ACTION WITH MULTI-SECTOR TARGET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 OBTENIR FACILITATION D'ENTREE DE PRODUITS CDNS
DE TELECOMMUNICATIONS EN FRANCE.

QUARTER: 4 -----

ASSISTE NORTHERN TELECOM & BCE DANS PENETRATION
DU MARCHE. ANNONCE, FIN OCT 87, D'IMPLANTATION DE
NORTHERN TELECOM MERIDIAN EN FRANCE.