

REPT4D
90/01/23

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

POST :406-LISBON

005-ADVANCED TECH. PROD. & SERV
PORTUGAL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKETING CALLS ON POTENTIAL BUYERS
OPEN SALES OPPORTUNITIES

OUTGOING MISSION ON CATV
INCREASED LOCAL AWARENESS ON CDN CAPABILITIES

COMPUTERS HARD/SOFTWARE & COMP

CONTINUING SUPPORT FOR LOCAL AGENTS
MAINTAIN GROWTH RATE IN MARKET SHARE

EXPAND NETWORK OF CONTRACTS WITH POTENTIAL BUYERS
MAINTAIN GROWTH RATE IN MARKET SHARE

OUTGOING MISSION ON INFORMATICS
INCREASED AWARENESS OF MARKET POTENTIAL

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Prepare for implementation of Canadian booth
at MUNICIPALIS 89.

-Given insufficient interest of Canadian compa-
nies project was aborted.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----