

REPORT 4  
88/10/21

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 : 347-RIYADH

005-COMM. & INFORM. EQP. & SERV  
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

CONTINUE DISCUSSIONS WITH KACST REGARDING CANADIAN TRAINING OF  
TECHNICIANS AND MAPPERS.  
PROMOTE NEW ENHANCEMENTS ONCE MAJOR FACILITY COMPLETE AT KACST.  
PURSUE WITH MEPA USE OF CANADIAN EQUIPMENT FOR POLLUTION MONITO-  
RING.  
MEET WITH DIRECTORS TO DETERMINE WHETHER THERE IS SUPPORT FOR  
SYNTHETIC APETURE RADAR CAPABILITY.

TRAINEE PLACEMENTS IN CANADA  
PLACE CANADIAN STAFF ON SECOND SOURCE LIST.  
GENERATE REQUESTS FOR BUDGETARY PROPOSALS.  
OBTAIN INVITATION FOR PROPOSAL.  
ESTABLISH WHETHER THIS WILL BE NEW AREA OF  
KACST ACTIVITY.

TELECOMMUNICATIONS (INC SPACE)

SUPPORT EFFORTS BY BELL CANADA INTERNATIONAL TO RENEW ADVISORY  
CONTRACT TO SAUDI TELECOM.  
SUPPORT SR TELECOM PROPOSALS FOR RURAL RADIO SYSTEM.  
CONTINUE SUPPORT FOR SPECTRUM MANAGEMENT PROPOSAL AT PTT.  
ESTABLISH STRONG AGENTS FOR PAQUET SWITCH MANUFACTURER.  
INTRODUCE CANADIAN TEST EQUIPMENT.  
ESTABLISH DEMO SYSTEM FOR CANADIAN SATELLITE COMMUNICATIONS.

SIGNING OF CONTRACT.  
SALE OF FIRST SRT SYSTEM TO PTT.  
OBTAIN CONTRACT.  
SALES IN 1989 WHEN SERVICE INTRODUCED.  
ESTABLISH LOCAL AGENTS.  
OBTAIN REQUEST TO BID PROPOSED MFA LINK.

COMPUTERS, SOFTWARE & SYSTEMS

SUPPORT BCI OFFER ON MACHINE READABLE PASSPORTS.  
SUPPORT SUPPLEMENTAL SALES OF BILINGUAL TERMINALS TO NATIONAL  
INFORMATION CENTRE.  
INTRODUCE CANADIAN SOFTWARE MANAGEMENT FIRMS TO MARKET.  
ORGANIZE CANADIAN COMPUTER SPECIALISTS GROUP IN KINGDOM.

RECEIVE INVITATION FOR FINANCIAL PROPOSAL.  
FURTHER SALE HUNDRED UNITS.  
ESTABLISH CANADIAN-SAUDI JOINT VENTURE.  
IMPROVE INTELLIGENCE ON AND RESPONSE TO  
UPCOMING COMPUTER PROJECTS.