

POST : 427-MUNICH

005-COMM. & INFORM. EQP. & SERV
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INTENSIFY CORPORATE LIAISON ACTIVITY TO TAKE ADVANTAGE OF
EMERGING INTEREST IN TELECOMMUNICATIONS SECTOR.

IDENTIFICATION OF OPPORTUNITIES FOR CANADIAN
SUPPLIERS INCLUDING POSSIBILITIES OF
JOINT VENTURES

WILL CANVASS MAJOR CORPORATIONS IN TERRITORY TO DETERMINE THEIR
FUTURE REQUIREMENTS FOR DATA COMMUNICATIONS EQUIPMENT/SERVICES
LOCAL AREA NETWORKS, APPLICATION SOFTWARE AND MODULAR OFFICE
EQUIPMENT.

UNCOVER EMERGING OPPORTUNITIES BY TAKING
ADVANTAGE OF OUR CLOSE LINKS WITH USA AND
DOMINANT SALES OF AMERICAN FIRMS IN INFORMATICS
IN FRG MARKET. N

BROADCASTING (INC CATV)

CONTINUE CORPORATE LIAISON ACTIVITIES TO KEEP ABREAST OF
EMERGING OPPORTUNITIES IN CATV SECTOR PARTICULARLY NOW THAT
PRIVATISATION OF BROADCASTING IS INCREASING .

EARLY INVOLVEMENT OF CATV SUPPLIERS IN
PROCUREMENT PROGRAMS OF BAVARIAN
TV ORGANIZATIONS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----