

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 :347-RIYADH

014-EDUCATION,MEDICAL,HEALTH PROD
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP,INSTRUM.

CONTACTS WITH AGENCIES TO INTRO. FURTHER CDN EXPERTISE & CO.
2-3 AGENCY AGREEMENTS

CDN CO. TO BE INVITED TO PARTIC. IN TENDERS FOR MEDICAL EQPT
2-3 AGENCY AGREEMENTS

WATCH FOR NEW TENDERS & INFORM CDN COMPANIES
TO ALLOW CDN COMPANIES TO PARTICIPATE IN UPCOMING TENDERS

CONTACTS WITH MAJOR PUBLIC SECTOR HOSPITALS I.D. NEEDS
IDENTIFICATION OF AND SALES IN NICHE MARKETS

ENCOURAGE CDN CO. TO PARTICIPATE IN MIDDLE EAST MEDICARE
INITIATE SALES AND AGENCY AGREEMENTS

EDUCATIONAL SERVICES,EQUIPMENT

INCREASE TRAINING OF SAUDI MEDICAL STAFF IN CDA
INCREASE NUMBER OF TRAINEES TO 500 BY 1991

FOLLOW-UP ACTIVITIES IDENTIFIED BY JEC
3 TRAINING CONTRACTS

FOLLOW-UP CONCLUSION OF 2 PROPOSALS CONCERNING HEALTH CARE
2 CONTRACTS

MARKET SURVEY WILL BE PREPARED FOR DISTRIBUTION ON MARKET OPPORTUNITIES
TO STIMULATE THE INTEREST OF CDN SUPPLIERS BY PROVIDING INFO

STRENGTHEN CONTACTS-MINISTRY OF INTERIOR-SEARCH & RESCUE
25 TRAINEES

STRENGTHEN CONTACTS-INSTITUTE OF PUBLIC ADMIN. PROMOTE TRAIN
3 TRAINEES

DEVELOP CONTACTS BETWEEN MOI & CDN COLLEGES TRAIN POLICE/PER
4 TRAINEES

SERVICES INCLUDING CONSULTING

ASSIST CDN CO. IN CONCLUDING TRAINING PROPOSALS
2 CONTRACTS