

REPORT 4
89/10/10

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 :522-NEW DELHI

005-ADVANCED TECH. PROD. & SERV
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON MOC JAN'88 VISIT FOR IMPLEMENTATION OF MOU(S) POSSIBLY SIGNED DURING VISIT IN DIRECT DIALLING, TRC/DOC. RESEARCH AGREEMENT AND REMOTE SENSING/SATELLITE - INSTITUTIONAL COLLABORATION.

ESTABLISHMENT OF GOVT TO GOVT AND PRIVATE TO PRIVATE STRATEGIC LINKAGES & INDUSTRIAL COLLABORATIONS IN COMMUNICATIONS SECTOR.

ASSESS POSSIBILITY OF PURCHASING INDIAN SOFTWARE FOR CANADIAN COMPUTER INDUSTRY.

ENHANCEMENT OF CDN INDUSTRIAL COMPETITIVENESS AND ALSO ENHANCE CANADIAN HARDWARE EXPORTS TO INDIA.

CONTINUE SUPPORT TO CANAC/ATI FOR RAILWAYS TELECOM PROJECT AND ALSO SPAR IN TDMA DEMO.

EXPORT SALES OF GOODS AND SERVICES VALUED AT C\$ 15M.

PLAN AND EXECUTE POSSIBLE VISIT OF MINISTER OF STATE FOR SCIENCE AND TECHNOLOGY TO INDIA.

RAISE PROFILE OF CANADIAN SPACE/ REMOTE SENSING INDUSTRY IN INDIA.

ORGANISE AND FOLLOW-UP PROPOSED DRIE SPACE INDUSTRY MISSION TO INDIA AS FOLLOW UP TO DRIE INDUSTRIAL COLLABORATION VISIT OCT'87.

IMPROVE BUSINESS PROSPECTS FOR MAJOR CDN COMPANIES SUCH AS SPAR, MDA, DIPIX, INTERRA TECHNOLOGIES ETC.

INITIATE STUDY OF INDIAN SCIENTIFIC INSTRUMENTATION AND ELECTRONIC COMPONENTS IN ORDER TO IDENTIFY CANADIAN EXPORT OPPORTUNITIES

WILL EQUIP POST IN ADVISING CANADIAN COMPANIES SEEKING BUSINESS IN THIS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON MOC JAN.88 VISIT FOR IMPLEMENT'N OF MOV(S) IN DIRECT DIALLING, MOC/TRC RESEARCH AGRMT & REM.SENSING/SATELLITE INSTITU'L COLLAB'N. ASSESS POSSIBILITY OF PURCHASING INDIAN SOFTWARE FRO CDN COMPUTER INDUSTRY.

DISCUSSIONS ON MOV BETWEEN DOC AND TRC CONTINUING. EFFORTS CONTINUING AND INDIAN PRIVATE SECTOR COMPANIES BEING ENCOURAGED TO CONTACT CANADIAN FIRMS.

QUARTER: 1 ORGANISE & FOLLOW-UP PROPOSED DRIE SPACE IND. MISSION TO INDIA AS FOLLOW-UP TO DRIE IND'L COLLABORA'N VISIT OCT. 87. ORGANIZED COMPUTERISED TRACKING SYSTEM FOR INDUSTRIAL COLLABORATION INITIATIVES.

FOLLOWED UP - INCOMING MISSION SCHEDULED FOR NOVEMBER 1988. ORGANISED.

QUARTER: 2 Follow-up on MOC Jan. '88 visit for implementation of MOU, MOC/TRC Research agreement. 2.Organize & follow up proposed DRIE Space Industry mission to India as follow-up to DRIE Industrial collaboration visit Oct. 1987

Discussions on MOU btwn DOC & TRC continuing. 2. Followed up - incoming Mission scheduled for November 1988