

601 - BOSTON

UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV                      COMPUTERS, SOFTWARE & SYSTEMS  
VISITS AND TARGETTED MAILINGS TO REGION'S HIGH-TECH INDUSTRIES  
FOLLOWED BY SPECIFIC ONE-ON-ONE PRESENTATIONS MADE BY CANADIAN  
COMPANIES TO U.S.A. COUNTERPARTS.

INFORMATION DISSEMINATION TO OVER 300 COS  
PLUS VISITS TO SOME 30 COS FOLLOWED BY 8  
ONE-ON-ONE PROMOTIONS.

EDUCATION, MEDICAL, HEALTH PROD                      HOSP. & MEDICAL EQUIP, INSTRUM.  
IDENTIFY AND UNDERTAKE SELECTED MAILINGS TO OVER 150 NEW ENGLAND  
MEDICAL TECHNOLOGY COMPANIES.

IDENTIFY TEN MOST LIKELY PROSPECTS FOR  
INVESTMENT TO CANADA.

NON SECTORALLY ORIENTED ACTIVITIES

WORK WITH REGION'S FINANCIAL AND INVESTMENT COMMUNITY TO MAKE THEM  
AWARE OF CANADIAN ECONOMIC CIRCUMSTANCES AND SPECIFIC INVESTMENT  
OPPORTUNITIES.

DISTRIBUTION OF PERTINENT INFORMATION TO  
MANY MANAGERS AND SPECIFICALLY IDENTIFY  
VENTURE CAPITALISTS WILLING TO GO TO  
CANADA.

ASSIST INVESTMENT DEVELOPMENT PROGRAMS INITIATED ON A REGULAR BASIS BY  
QUEBEC, ONTARIO AND MARITIMES.

HELP ORGANIZE AND PARTICIPATE IN 4  
REGIONALLY SPECIFIC INVESTMENT EVENTS.