

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 :427-MUNICH

005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

FOLLOW-UP CONTACT ARRANGED BY POST BETWEEN NORTHERN TELECOM AND  
KRONE, BERLIN ON COOPERATION ON TELEPHONE SETS.

A JOINT VENTURE TO PRODUCE NEW GENERATION  
TELEPHONE SETS

FOLLOW-UP CONTACT ARRANGED BY POST BETWEEN MITEL AND KRONE, BERLIN  
ON COOPERATION ON TELEPHONE SETS.

A JOINT VENTURE TO PRODUCE NEW GENERATION  
TELEPHONE SETS

LOBBYING OF PTT TECHNICAL HQ IN SUPPORT OF NORTHERN TELECOM'S BID  
ON 2ND PHASE OF "DATEX-P" NETWORK EQUIPMENT

TIMELY TYPE APPROVAL OF NT EQUIPMENT

PREPARATION OF A REPORT ON PLANNED REORGANIZATION OF PTT'S  
TELECOMMUNICATIONS DIVISION.

PREPARE CDN INDUSTRY TO REACT TO NEW (MORE  
LIBERAL ?) APPROVAL AND PURCHASING  
PROCEDURES OF THE PTT.

??????

SUPPORT FOR SUCCESSFUL CONCLUSION OF SEMITECH-MICROELECTRONICS -  
SIEMENS LICENSE AND OEM AGREEMENT.

LICENSED PRODUCTION OF SEMITECH PRODUCTS BY  
SIEMENS.

SUPPORT FOR DATAGRAM IN REACHING AGENCY AGREEMENT WITH PANDACOM,  
FRANKFURT FOR X.25 MULTIPLEXERS

PANDACOM/DATAGRAM REP CONTACT. SALES OF  
\$30 TO \$50K OF DATACOM PRODUCTS IN FT 88/89.

LOBBYING OF BUNDESPOST AUTHORITIES FOR LIBERALIZATION OF APPROVAL  
OF MODEMS BY PTT.

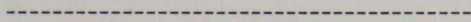
RELAXED APPROVAL PROCESS FOR MODEMS WOULD  
OPEN IMPORTANT MARKET SEGMENT FOR CDN MANU-  
FACTURERS. CDN SALES OF UP TO \$500K IN FIRST  
YEAR AFTER APPROVAL.

PREPARATION OF A REPORT ON DATA COMMUNICATION MARKET (INCLUDING  
RELEVANT SUB-SECTORS)

PROVISION OF VALUABLE INFORMATION TO CDN IN-  
DUSTRY ON THE SIZE AND NATURE OF THIS PROMI-  
SING MARKET SECTOR IN THE FRG.

PROMOTION OF COGNOS SOFTWARE PRODUCTS WITH BIG GERMAN COMPANIES  
LIKE MBB, DORNIER, BMW, DAIMLER-BENZ

INCREASED SALES OF COGNOS SOFTWARE IN GERMAN  
MARKET.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----