

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 :511-KUALA LUMPUR

005-ADVANCED TECH. PROD. & SERV
MALAYSIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	SURV INFORMATICS CLIENTS TO ASSESS & DEV MKT STRATEGIES SHOPPING LIST DISTRIBUTED TO SUPPLIERS; DECISION ON DATACOM	MISSION
	ENSURE LEADING COS PARTICIPATE IN UPCOMING TRADE MISSIONS INCREASE CDN EXPOSURE TO EMERGING COMMERCIAL OPPORTUNITIES	
	ASSIST CDN COS IN THEIR PLANS TO ESTABL LOCAL JOINT VENTURES STRENGTHEN LOCAL CDN PRESENCE IN TELECOMS SECTOR; INCREASE	EQUIPMENT SALES
	SUPP CDN CO IN REMOTE SENSING TO ESTABLISH JOINT VENTURE BROADEN RESIDENT CDN REMOTE SENSING CAPABILITY; PROMOTE CDN	SUPPLY CAPABILITY.
	TRACK DEVELOP PLANS OF STM & RTM TO DETERM NEW SATELLITE REQ EDUCATE CDN INDUSTRY ON MARKET PROSPECTS, INCREASE NO. OF CDN	TENDER BIDS
	ASSESS INT IN FORM PARTNER.W/CDN SUPPL IN AREA OF REM.SENS. PROVIDE COMPETING CDN COS WITH GREATER RANGE OF QUALIFIED	LOCAL AFFILIATES
	ESTABLISH DATACOM REQUIREMENTS OF MALAYSIAN UTILITIES ADVISE CDN INDUSTRY OF SALES PROSPECTS; ESTABLISH CDA AS	VIABLE ALTERNATIVE
	IDENT COS UTILIZ PROCESS CONTROL INSTRUM & ASSES MKT PROSP. MATCH MLSIAN REQT TO CDN SUPPLY CAPAB; MORE CDN SUPPLIERS	VISIT MARKET.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	Promoted Cdn satellite expertise to STM,RTM and TV3, Encourage Prov to promote telecoms expertise Identify new opportunities for Remote Sensing Services & Technology	Director of Satellite unit to visit Cda; Intera awarded \$1 mn aerial survey contract, Que defence telecoms mission scheduled for Aug; Bercha won satellite data interpretation contract; Two Cdn companies signed agency agreements.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	