QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 512-SINGAPORE

005-COMM. & INFORM. EQP.& SERV
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PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AEROSPACE		
	FOLLOW UP ON MARKET OPPORTUNITIES REVEALED BY THE RECENTLY COMPLETED MARKET REPORT.	NOTIFY POTENTIAL CLIENTS OF RELEVANT CDN SUPPLIERS & INCREASE CDN MARKET SHARE FOR COMPUTER SOFTWARE,

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	TO CONTINUE TO WORK WITH SINGAPORE'S MINISTRY OF HOME AFFAIRS ON THE INTRODUCTION OF MACHINE READABLE PASSORTS.	CANADIAN PASSPORT PRINTING EQUIPMENT HAS BEEN ACCEPTED FOR TESTING PURPOSES, AND IS AT PRESENT ON TRIAL.
QUARTER: 1	INCOMING SOFTWARE BUYERS MISSION.	PLANNED, ORGANIZED AND ACCOMPANIED TO CANADA A MISSION OF FIVE SOFTWARE SYSTEM HOUSES, AND OF A NATIONAL COMPUTER BOARD REPRESENTATIVE.
QUARTER: 1	TO INTRODUCE CDN EXPERTS IN A/V TRAINING AND EDUCATIONAL TV TO SINGAPORE'S NATIONAL PRODUCTIVITY BOARD (NPB).	A SINGAPORE FINANCED MISSION OF EXPERTS FROM SEVERAL TRAINING INSTITUTES WILL VISIT APPROPRIATE COMPANIES IN TORONTO AND MONTREAL.
QUARTER: 1	TO PROMOTE SOFTWARE IN TELECOMMUNICATIONS BY INTRODUCING ALBERTA TELECOMS INTERNATIONAL (ATI) TO DIGITAL SINGAPORE PTE LTD (DEC).	ATI AND DEC SINGAORE ORGANISED A TECHNICAL SEMINAR FOR SINGAPORE TELECOMS (TAS) IN JUNE. ATI WILL BE BIDDING ON A TAS 'NETWORK MANAGEMENT SYSTEM' TENDER.
QUARTER: 2	A) CONTINUE TO WORK WITH GOVT OFFICIALS ON THEIR PASSPORT SYSTEM PROJECT. B) CONTINUE TO IDENTIFY AND LIAISE WITH LOCAL DATABASE COMPANIES.	A) ONE CDN CO HAS GOOD PROSPECTS AND LOCAL AGENT WILL SEND AN ENGINEER TO CDA FOR TRAINING IN NOVEMBER 1988. B) LOCAL EDUCATIONAL HOME-USE DATABASE IS NOW IN PLACE IN SINGAPORE USING CDN TECHNOLOGY.
QUARTER: 3	-----	
QUARTER: 4	CONTINUE TO DEVELOP CONTACTS WITH NATIONAL COMPUTER BOARD OFFICIALS; PRODUCT PRESENTATIONS TO LOCAL CONSTITUTIONS.	A CANADIAN COMPANY WAS AWARDED A SUBSTANTIAL CONSULTING CONTRACT IN THE FIELD OF INTEGRATION OF LAND MANAGEMENT SYSTEMS. GOOD PROSPECTS FOR SIGNIFICANT ADDITIONAL CANADIAN INVOLVEMENT.