

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

126

POST :347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

BUILD ON RECENTLY CONCLUDED AGENCY AGREEMENTS TO INTRODUCE
FURTHER CANADIAN EXPERTISE IN SAUDI.

2 - 3 NEW AGENCY AGREEMENTS.

ARRANGE FOR CANADIAN COMPANIES TO BE INVITED TO PARTICIPATE IN
GOVERNMENT AND PRIVATE HOSPITAL TENDERS FOR MEDICAL EQUIPMENT
(KING FAISAL UNIV. JEDDAH).

2 - 3 AGENCY AGREEMENTS WITH SAUDI COMPANIES.

INTRODUCE CANADIAN EXPERTISE TO AUTHORITIES RESPONSIBLE FOR THE
SETTING UP OF KING FAHAD MEDICAL CITY IN RIYADH.

ALLOW CDN COMPANIES TO PARTICIPATE TO THE
UPCOMING TENDERS.

JEC SUB-COMMITTEE MEETING

IDENTIFY PROJECTS FOR CANADIAN COMPANIES (4)

EDUCATIONAL SERVICES, EQUIPMENT

BUILD UPON CURRENT TRAINING MEDICAL STAFF IN CANADA

INCREASE AMOUNT OF TRAINEES UP TO 1,000 BY
1990

ARRANGE VISIT OF RYERSON TO PURSUE FURTHER POLYTECHNICAL INSTITU-
TE PLANNED BY ROYAL COMMISSION JUBAIL AND YANBU

ESTABLISHMENT OF POLYTECHNICAL INSTITUTE
UNDER RYERSON SUPERVISION

INTRODUCE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHO-
RITIES.

TO ENABLE CDN COS TO BID ON MOH AND OTHER
PUBLIC AND PRIVATE HOSPITALS.

SERVICES INCLUDING CONSULTING

PROMOTE CANADIAN EXPERTISE IN O. & M. OF MEDICAL EQUIPMENT IN KSA

OBTAIN FROM MOH HOSPITAL MANAGEMENT AN O. & M
CONTRACT IN KINGDOM IN ASSOCIATION WITH LOCAL
CO.

LOBBY KSA AUTHORITIES TO INVITE CDN COMPANIES TO PARTICIPATE IN
MEDICAL TRAINING PROJECTS OF MOH.

TWO INVITATIONS TO BID.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Report on Canadian Healthcare Products Mission
to Saudi Arabia, March 1988.

Six month assessment revealed that objective
of building awareness of Canadian capability in
this sector has been met. Sales agreements
still pending.

QUARTER: 3 -----