REPORT 4
89/02/06

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 :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   2 - 3 NEW AGENCY AGREEMENTS.
     FURTHER CANADIAN EXPERTISE IN SAUDI.

     ARRANGE FOR CANADIAN COMPANIES TO BE INVITED TO APRTICIPATE IN   2 -3 AGENCY AGREEMENTS WITH SAUDI COMPANIES.
     GOVERNMENT AND PRIVATE HOSPITAL TENDERS FOR MEDICAL EQUIPMENT
     (KING FAISAL UNIV. JEDDAH).

     INTRODUCE CANADIAN EXPERTISE TO AUTHORITIES RESPONSIBLE FOR THE   ALLOW CDN COMPANIES TO PARTICIPATE TO THE
     SETTING UP OF KING FAHAD MEDICAL CITY IN RIYADH.   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-   ESTABLISHMENT OF POLYTECHNICAL INSTITUTE
     TE PLANNED BY ROYAL COMMISSION JUBAIL AND YANBU   UNDER RYERSON SUPERVISION

     INTRODUCE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHO-   TO ENABLE CDN COS TO BID ON MOH AND OTHER
     RITIES.   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   TWO INVITATIONS TO BID.
     MEDICAL TRAINING PROJECTS OF MOH.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

  QUARTER: 1 -----

  QUARTER: 2 Report on Canadian Healthcare Products Mission   Six month assessment revealed that objective
            to Saudi Arabia, March 1988.   of building awareness of canadian capability in
                                                                       this sector has been met. Sales agreements
                                                                       still pending.

  QUARTER: 3 -----

  QUARTER: 4 -----