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
SINGAPORE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOMMUNICATIONS (INC SPACE)		
	'COMPLETE LIAISON WITH SINGAPORE TELECOMS OFFICIALS ON THE IMPLEMENTATION OF AN ISLAND WIDE DIGITAL COMMUNICATION NETWORK PROJECT	ENSURE THAT AT LEAST ONE CANADIAN COMPANY PARTICIPATES SUCCESSFULLY IN THE PILOT PROJECT.
	FOLLOW-UP WITH SINGAPORE TELECOMS OFFICIALS ON THEIR PLANNED INFORMATION NETWORKING SYSTEM.	ENSURE THAT CAPABLE CANADIAN COMPANIES ARE AWARE OF THIS OPPORTUNITY AND WELLPLACED TO TAKE ADVANTAGE OF IT
	PURSUE THE SECOND PHASE OF THE VIDEOTEX TERMINALS PROJECT.	ENSURE THAT POTENTIAL CDN HARDWARE SUPPLIERS ARE GIVEN ALL PERTINENT INFO & ASSISTANCE TO ENABLE THEM TO PARTICIPATE SUCCESSFULLY IN THIS PROJECT.
	HOLD TWO PRODUCT SEMINARS FOR POTENTIAL CUSTOMERS AND REPRESENTATIVES.	INCREASE GENERAL AWARENESS THAT CDA IS AMONG THE WORLD LEADERS IN TELECOMMUNICATIONS TECHNOLOGY & SPECIFICALLY TO INCREASE SALES OF THESE PRODUCTS.
	SINGAPORE TELECOMS OFFICIALS WILL ATTEND ITU CONFERENCE IN VANCOUVER JULY/88. PLAN TO ARRANGE FOR THESE OFFICIALS TO MEET RELEVANT CANADIAN COMPANIES WHILE IN CANADA.	FAMILIARISE SINGAPORE TELECOMS OFFICIALS WITH CANADIAN TELECOMMUNICATION CAPABILITIES.
	GATHER MARKET INTELLIGENCE FROM SINGAPORE TELECOMS OFFICIALS IN A TIMELY MANNER.	CDN COMPANIES WILL BECOME AWARE OF UPCOMING TENDERS & PROJECTS, AND HAVE SUFFICIENT TIME TO PREPARE PROJECT PROPOSALS.
COMPUTERS, SOFTWARE & SYSTEMS		
	CONTINUE TO WORK WITH GOVERNMENT OFFICIALS ON THEIR PASSPORT SYSTEM PROJECT.	ENSURE THE PARTICIPATION IN THIS PROJECT BY AT LEAST ONE CANADIAN COMPANY.
	CONTINUE TO IDENTIFY AND LIAISE WITH LOCAL COMPANIES PROVIDING DATABASE SYSTEMS.	INCREASE THE MARKET SHARE OF CANADIAN DATABASE SOFTWARE COMPANIES.
	CONTINUE TO DEVELOP CONTACTS WITH NATIONAL COMPUTER BOARD OFFICIALS.	AN INCREASE IN THE LEVEL OF AWARENESS OF CDN COMPUTER SOFTWARE CAPABILITIES.
	WORK WITH SINGAPORE TELECOMS REGARDING THEIR NETWORKING AND TRADERS SYSTEM REQUIREMENTS.	INCREASE CANADIAN COMPANIES OPPORTUNITIES TO BID ON THE PROJECTS.
	PRODUCTS PRESENTATIONS TO LOCAL BUYERS, AGENTS, DISTRIBUTORS, INSTITUTIONS, ETC.	INCREASE CANADIAN SUPPLIERS VISITS AND INCREASE SALES.