

REPT4D  
89/12/12

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

84

POST :406-LISBON

005-ADVANCED TECH. PROD. & SERV  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKETING CALLS ON POTENTIAL BUYERS  
OPEN SALES OPPORTUNITIES  
OUTGOING MISSION ON CATV  
INCREASED LOCAL AWARENESS ON CDN CAPABILITIES

COMPUTERS HARD/SOFTWARE & COMP

CONTINUING SUPPORT FOR LOCAL AGENTS  
MAINTAIN GROWTH RATE IN MARKET SHARE

EXPAND NETWORK OF CONTRACTS WITH POTENTIAL BUYERS  
MAINTAIN GROWTH RATE IN MARKET SHARE

OUTGOING MISSION ON INFORMATICS  
INCREASED AWARENESS OF MARKET POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Prepare for implementation of Canadian booth  
at MUNICIPALIS 89.

-Given insufficient interest of Canadian companies project was aborted.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----