

POST : 433-OSLO

005-COMM. & INFORM. EQP. & SERV
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FOLLOW UP WITH MOLLER GROUP VISIT TO CDA ON ON-GOING BASIS TO ASSIST EFFORTS IN ESTABLISHING AGENCY AGREEMENT.

ATTEND NORCOM 88 IN OSLO TO INCREASE EMBASSY AWARENESS OF NORWEGIAN AGENTS AND POSSIBLE BUYERS FOR CANADIAN PRODUCTS.

ASSIST NORWEGIAN PTT WITH MEETINGS IN CANADA FOR GROUP POSSIBLY VISITING SOME TIME IN 1987.

ATTEND TELECOM '87 IN GENEVA TO INTRODUCE NORWEGIAN DELEGATION TO CANADIAN PARTICIPANTS.

COMPUTERS, SOFTWARE & SYSTEMS

FOLLOW UP INFORMATICS MISSION WITH ALL NORWEGIAN CONTACTS.

ATTEND SOFTWARE EXHIBITION IN OSLO (MAR/88) TO INCREASE CONTACT WITH NORWEGIAN INDUSTRY IN SOFTWARE SECTOR AND ESTABLISH POSSIBLE AGENCY INTEREST.

ATTEND OFFICE EQUIPMENT SHOW IN OSLO (SEP/87) TO INCREASE CONTACT WITH NORWEGIAN OFFICE EQUIPMENT MANUFACTURERS AND AGENTS. FOLLOW UP WITH INDIVIDUAL CALLS.

SOFTWARE SEMINAR IN CONJUNCTION WITH MISSION AND SOFTWARE SHOW.

BROADCASTING (INC CATV)

FOLLOW UP ON MULTI-MICROWAVE DISTRIBUTION SYSTEM (MMDS) AND VISIT TO PTT.

EXTENSIVE REVIEW OF CATV SYSTEMS IN NORWAY AND ATTEND CATV EXHIBITION IN FALL OF 1987 TO INCREASE EMBASSY CONTACTS.

POSSIBLE ESTABLISHMENT OF TWO OR THREE AGENCY AGREEMENTS.

EVENTUAL AGENCY AGREEMENTS AND INCREASED SALES.

INCREASE AWARENESS OF CANADIAN EQUIPMENT WITH RESULTING POSSIBILITY OF SALES TO NORWAY.

PRODUCT AWARENESS AND POSSIBLE AGENCY AGREEMENTS.

POSSIBILITY OF DEVELOPING TWO AGENCY AGREEMENTS IN NORWAY.

INCREASE AWARENESS OF CANADIAN CAPABILITIES AMONGST NORWEGIAN COMPANIES.

INCREASE AWARENESS OF CANADIAN CAPABILITIES.

POSSIBLE SALE OF EQUIPMENT AND ESTABLISHMENT OF NEW AGENCY AGREEMENT.

POSSIBLE SALE OF EQUIPMENT AND SERVICES TO PTT.

ANALYSIS OF CURRENT STATE OF CATV SYSTEMS IN NORWAY AND RECOMMENDATIONS FOR FUTURE PROMOTIONAL ACTIVITY.