

POST : 437-LONDON

005-COMM * INFORM. EQP. & SERV
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

CONTINUE TO LIAISE WITH INDUSTRY/GOVT DEPARTMENT TO PROMOTE
CANADIAN EXPERTISE

EMPHASIS PLACED ON LICENSING/JOINT VENTURES
WITH UK COMPANIES.

CONVERSION OF OUR RECORDS ON UK DISTRIBUTORS REPRESENTATIVES TO
WIN BASED SYSTEM ON COMPUTER.

GREATER PRODUCTIVITY ABILITY TO AUTOMATE
MATCHING OF CANADIAN AND UK COMPANIES.

C. D. TOUR UPDATE ON CANADIAN SECTORAL CAPABILITIES

GREATER KNOWLEDGE OF CAPABILITIES, IDENTIFI-
CATION OF UK OPPORTUNITIES.

PLANNED SERIES OF CALLS ON PROSPECTIVE PARTNER FOR J/V AND INDUS-
TRIAL COOPERATION ARRANGEMENTS.

QUALITY ASSISTANCE TO CANADIAN ENQUIRERS AND
MORE TARGETED APPROACH TO INDUSTRIAL TEAMING
POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----