

POST : 427-MUNICH

005-COMM. & INFORM. EQP. & SERV
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INTENSIFY CORPORATE LIAISON ACTIVITY TO TAKE ADVANTAGE OF EMERGING INTEREST IN TELECOMMUNICATIONS SECTOR.

IDENTIFICATION OF OPPORTUNITIES FOR CANADIAN SUPPLIERS INCLUDING POSSIBILITIES OF JOINT VENTURES

WILL CANVASS MAJOR CORPORATIONS IN TERRITORY TO DETERMINE THEIR FUTURE REQUIREMENTS FOR DATA COMMUNICATIONS EQUIPMENT/SERVICES LOCAL AREA NETWORKS, APPLICATION SOFTWARE AND MODULAR OFFICE EQUIPMENT.

UNCOVER EMERGING OPPORTUNITIES BY TAKING ADVANTAGE OF OUR CLOSE LINKS WITH USA AND DOMINANT SALES OF AMERICAN FIRMS IN INFORMATICS IN FRG MARKET. N

BROADCASTING (INC CATV)

CONTINUE CORPORATE LIAISON ACTIVITIES TO KEEP ABREAST OF EMERGING OPPORTUNITIES IN CATV SECTOR PARTICULARLY NOW THAT PRIVATISATION OF BROADCASTING IS INCREASING.

EARLY INVOLVEMENT OF CATV SUPPLIERS IN PROCUREMENT PROGRAMS OF BAVARIAN TV ORGANIZATIONS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----