

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :644-MEXICO

005-ADVANCED TECH. PROD. & SERV
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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CONTINUE SUPPORT TO COMPANIES PROMOTING RADIO-LINK EQUIPMENT
FOR RURAL TELEPHONY AND PRIVATE SYSTEMS.

SALES OF EQUIPMENT.- \$1 TO 2 MILLION.

WHEN SPECS FOR IADB FINANCED EXPANSION ARE ISSUED, ASSIST APPRO-
PRIATE CANADIAN EQUIPMENT MANUFACTURERS TO REGISTER AS GOM SUPPL-
IERS AND ESTABLISHED REPRESENTATION.

PARTICIPATION IN 2 TENDERS. RESULTING FROM A
\$250,000 MILLION PROJECT BY TELMEX TO IMPROVE
THE RELIABILITY OF THE MEXICO CITIES TELEPHO-
NE SYSTEM.

ASSIST CANADIAN SATELLITE EQUIPMENT SUPPLIERS TO ESTABLISH A
LEAD IN MORELOS I REPLACEMENT COMPETITION (CFT POSSIBLE IN
1991/92).

AT LEAST ONE COMPANY IN REGULAR CONTACT WITH
MEXICAN SATELLITE AUTHORITY.

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ENCOURAGE CDN FIRMS TO REGISTER AS SUPPLIERS TO MEXICAN GOVERN-
MENT AND TO APPOINT LOCAL REPRESENTATIVES.

GREATER OPPORTUNITIES FOR CANADIAN COMPANIES
TO PARTICIPATE IN TENDERS.

ENCOURAGE CANADIAN COYS TO PARTICIPATE IN THE TWO MAJOR COMPUTING
EQUIPMENT SHOWS IN MEXICO A(MEX COM/88 AND B) COMPUCOM 88.

GREATER PARTICIPATION BY CANADIAN COYS IN
MEXICAN TENDERS.

INITIATE A PROGRAM OF VISITS TO MEXICAN COMPUTER MANUFACTURERS.

IDENTIFICATION OF IMPORT REQUIREMENTS OR REL-
ATED EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED INTENSIVE SUPPORT FOR SNC/DGB BID
FOR SPECTRUM MANAGEMENT PROJECT.

RENEGOTIATED PROPOSAL REQUIRES FINAL APPROVAL
FROM GOM INFORMATICS INST. WHICH HAS SERIOUS
RESERVATIONS. LOBBYING CONTINUES.

QUARTER: 2 Continued support for SNC/DGB bid for Spectrum
Management Project.
Support Microtel and Spar bids for PEMEX project
for Telecommunications network.

Project postponed until next government
administration (beginning 01 DEC 88). Announce-
ment of technical evaluation of bids expected
late Sept but postponed.

QUARTER: 3 Northern Telecom to present its proposals to
Telmex to be considered as a 3rd official sup-
plier.
DGB spectrum management project.
Report on Mexican Market for software.

Followed up on behalf of Northern with Telmex,
S.C.T.; monitored Pemex order for ground stations
; commercial officer tour of Canada; Report on
mexican market for software.