

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 512-SINGAPORE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AEROSPACE

FOLLOW UP ON MARKET OPPORTUNITIES REVEALED BY THE RECENTLY
COMPLETED MARKET REPORT.

NOTIFY POTENTIAL CLIENTS OF RELEVANT CDN SUP-
PLIERS & INCREASE CDN MARKET SHARE FOR COMPU-
TER SOFTWARE,

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO CONTINUE TO WORK WITH SINGAPORE'S MINISTRY OF
HOME AFFAIRS ON THE INTRODUCTION OF MACHINE
READABLE PASSPORTS.

CANADIAN PASSPORT PRINTING EQUIPMENT HAS BEEN
ACCEPTED FOR TESTING PURPOSES, AND IS AT PRESENT
ON TRIAL.

QUARTER: 1 INCOMING SOFTWARE BUYERS MISSION.

PLANNED, ORGANIZED AND ACCOMPANIED TO CANADA A
MISSION OF FIVE SOFTWARE SYSTEM HOUSES, AND OF A
NATIONAL COMPUTER BOARD REPRESENTATIVE.

QUARTER: 1 TO INTRODUCE CDN EXPERTS IN A/V TRAINING AND
EDUCATIONAL TV TO SINGAPORE'S NATIONAL
PRODUCTIVITY BOARD (NPB).

A SINGAPORE FINANCED MISSION OF EXPERTS FROM
SEVERAL TRAINING INSTITUTES WILL VISIT
APPROPRIATE COMPANIES IN TORONTO AND MONTREAL.

QUARTER: 1 TO PROMOTE SOFTWARE IN TELECOMMUNICATIONS BY
INTRODUCING ALBERTA TELECOMS INTERNATIONAL (ATI)
TO DIGITAL SINGAPORE PTE LTD (DEC).

ATI AND DEC SINGAPORE ORGANISED A TECHNICAL SEMI-
NAR FOR SINGAPORE TELECOMS (TAS) IN JUNE. ATI
WILL BE BIDDING ON A TAS 'NETWORK MANAGEMENT
SYSTEM' TENDER.

QUARTER: 2 A) CONTINUE TO WORK WITH GOVT OFFICIALS ON THEIR
PASSPORT SYSTEM PROJECT.
B) CONTINUE TO IDENTIFY AND LIAISE WITH LOCAL
DATABASE COMPANIES.

A) ONE CDN CO HAS GOOD PROSPECTS AND LOCAL AGENT
WILL SEND AN ENGINEER TO CDA FOR TRAINING IN
NOVEMBER 1988.
B) LOCAL EDUCATIONAL HOME-USE DATABASE IS NOW IN
PLACE IN SINGAPORE USING CDN TECHNOLOGY.

QUARTER: 3 -----

QUARTER: 4 -----