REPORT 4
89/02/06

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 :427-MUNICH

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOMMUNICATIONS (INC SPACE)	
FOLLOW-UP CONTACT ARRANGED BY POST BETWEEN NORTHERN TELECOM AND KRONE, BERLIN ON COOPERATION ON TELEPHONE SETS.	A JOINT VENTURE TO PRODUCE NEW GENERATION TELEPHONE SETS
FOLLOW-UP CONTACT ARRANGED BY POST BETWEEN MITEL AND KRONE,BERLIN ON COOPERATION ON TELEPHONE SETS.	A JOINT VENTURE TO PRODUCE NEW GENERATION TELEPHONE SETS
LOBBYING OF PTT TECHNICAL HQ IN SUPPORT OF NORTHERN TELECOM'S BID ON 2ND PHASE OF "DATEX-P"NETWORK EQUIPMENT	TIMELY TYPE APPROVAL OF NT EQUIPMENT
PREPARATION OF A REPORT ON PLANNED REORGANIZATION OF PTT'S TELECOMMUNICATIONS DIVISION.	PREPARE CDN INDUSTRY TO REACT TO NEW (MORE LIBERAL ?) APPROVAL AND PURCHASING PROCEDURES OF THE PTT.
COMPUTERS, SOFTWARE & SYSTEMS	
SUPPORT FOR SUCCESSFUL CONCLUSION OF SEMITECH-MICROELECTRONICS - SIEMENS LICENSE AND OEM AGREEMENT.	LICENSED PRODUCTION OF SEMITECH PRODUCTS BY SIEMENS.
SUPPORT FOR DATAGRAM IN REACHING AGENCY AGREEMENT WITH PANDACOM, FRANKFURT FOR X.25 MULTIPLEXERS	PANDACOM/DATAGRAM REP CONTACT. SALES OF $30 TO $50K OF DATACOM PRODUCTS IN FT 88/89.
LOBBYING OF BUNDESPOST AUTHORITIES FOR LIBERALIZATION OF APPROVAL OF MODEMS BY PTT.	RELAXED APPROVAL PROCESS FOR MODEMS WOULD OPEN IMPORTANT MARKET SEGMENT FOR CDN MANUFACTURERS. CDN SALES OF UP TO $500K IN FIRST YEAR AFTER APPROVAL.
PREPARATION OF A REPORT ON DATA COMMUNICATION MARKET (INCLUDING RELEVANT SUB-SECTORS)	PROVISION OF VALUABLE INFORMATION TO CDN INDUSTRY ON THE SIZE AND NATURE OF THIS PROMISING MARKET SECTOR IN THE FRG.
PROMOTION OF COGNOS SOFTWARE PRODUCTS WITH BIG GERMAN COMPANIES LIKE MBB, DORNIER, BMW, DAIMLER-BENZ	INCREASED SALES OF COGNOS SOFTWARE IN GERMAN MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	