REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :637-SAO PAULO   SECTOR   :005-ADVANCED TECH. PROD. & SERV
                                        BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

 SUB-SECTOR:ALL SUB-SECTORS

  MOBILE CELLULAR TELEPHONE SYSTEMS   INSTALLATION 1990.
  SPECIFICATIONS READY; TENDER EARLY 89 RESULTS MID 89;

  COMMUN. SATEL: PHASE II OF BRZLN COMM. SAT. PROG. "BRASILSAT   RESULTS MID 89, DEL. 93.
  TECHNICAL SPECIFICATIONS ALMOST READY TENDER EARLY 89,

  CONT. SUPPORT TO CDN SOFTWARE CO. ENVISAGEING FINDING BRAZ.   AGREEMENTS.
  4/5 FORMAL REPRESENTATION AND/OR TRANSFER OF TECHNOLOGY

  CONTINUED PART. IN TECH SEMINARS PROMOTED BY RNT & OTHERS
  INCREASE AWARENESS TO CDN. TECHNOLOGIES.

  REPORTS ON SECTORS AND SUBSECTORS
  FACILITATE MARKET OPPORTUNITY RECOGNITION.

  CONTIN. ASSIT. TO CDN CO. TRYING TO EST. PRESENCE IN MKT VIA
  AGENCY AGREEMENTS BUYING CONNECTIONS

  INTENSIFY CONTACTS WITH ASSOCIATIONS/COMPANIES   CDN. SUPPLIERS.
  IDENTIFY SPECIFIC OPPORTUNITIES (NICHES) INTRODUCING NEW

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

  QUARTER: 1 - Continued assistance to Novatel & Northern.   - Bid delivered, awaiting results.
             - Assist Spar Aerospace in satellite bid.   - Bid delivered, results expected end May.
             - Assist Data Radio Inc. in market entry.   - Organizing 3 seminars to identify potential
                                                                 partners and sales opportunities.

  QUARTER: 2 -Participation in INFORMATICA'89.   -24 CDN coys participated / four in CDN stand.
             -Organized CDN participation in TELETRENDS.   -SPAR participated with Amat of DATARADIO.
             -Assist Northern/Novatel on cellular phone proj.   -Cellular tel. proj.adjudicated to Nortel/Nova.
             -Assist SPAR satellite bid.   -Monitor situation on satellite project.

  QUARTER: 3 -----

  QUARTER: 4 - Assist Tospar.   - Discussions between Data Radio/Villares.
             - Assist Nortel/Novatel.   - Several representations signed (software).
             - Follow up on Informatica.
             - Assist Data Radio.