

REPT4D
90/01/23

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

POST :347-RIYADH

005-ADVANCED TECH. PROD. & SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

SEMINAR ON CDN CAPABILITY IN RURAL TELECOMMUNICATIONS
NORTHERN TELECOM AND SR TELECOM TO OBTAIN CONTRACTS

SUPPORT FOR SPECTRUM MANAGEMENT PROPOSAL AT PTT
OBTAIN CONTRACT

MINI MARKET STUDY OF TELECOMMUNICATIONS SECTOR
RAISE AWARENESS OF MARKET OPPORTUNITIES IN KSA

ESTABLISH STRONG AGENTS FOR PAQUET SWITCH MANUFACTURER
SALES IN 1990 WHEN SERVICE INTRODUCED

INTRODUCE CDN TEST EQUIPMENT
ESTABLISH LOCAL AGENTS

ESTABLISH DEMO SYSTEM FOR CDN SATELLITE COMMUNICATIONS
OBTAIN REQUEST TO BID PROPOSED MFA LINK

COMPUTERS HARD/SOFTWARE & COMP

SUPPORT SUPPLEMENTAL SALES OF BILINGUAL TERMINALS
FURTHER SALES OF ONE HUNDRED UNITS

SUPPORT BCI ON MACHINE READABLE PASSPORT EQUIPMENT
RECEIVE INVITATION FOR FINANCIAL PROPOSAL

MINI MARKET STUDY OF COMMUNICATIONS AND INFORMATICS
3 CDN REPS TO APPOINT AGENTS

INTRODUCE CDN SOFTWARE MANAGEMENT FIRMS TO MARKET
ESTABLISH CDN-SAUDI JOINT VENTURE

ORGANIZE CDN COMPUTER SPECIALISTS GROUP IN KINGDOM
IMPROVE INTELLIGENCE ON AND RESPONSE TO UPCOMING COMPUTER

PROJECTS

REMOTE SENSING INC. SPACE SAT

DISCUSSIONS WITH KACST REGARDING CDN TRAINING OF TECH/MAPPER
TRAINEE PLACEMENT IN CANADA

DETERMINE NEEDS OF MODA FORE REMOTE SENSING
CDN COMPANIES TO PURSUE OPPORTUNITIES IN KSA