

REPORT 4  
88/10/21

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 : 637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED FOLLOW-UP WITH PARTICIPANTS OF REGULAR FEDERALLY AND  
PROVINCIALY SPONSORED HI-TECH MISSIONS TO BRAZIL

MAXIMIZE CONCRETE RESULTS IN TERMS OF AGENC-  
IES ESTABLISHED (UP TO 5), CONCLUSION OF SALES  
OR ESTABLISHMENT OF JV/TT (UP TO 4)

FOLLOW-UP ON HI-TECH '87 AND CONTACTS WITH BRAZILIANS ESTABLISHED  
AS A RESULT OF SAME.

REPRESENTATION AGREEMENTS (UP TO 3).

CONTINUE TO SUPPORT SALES EFFORTS BY OTHER CANADIAN COMPANIES  
SUCH AS SPAR, SR TELECOM, MITEL, NORTHERN TELECOM, LOGO AND OTHERS

CONCLUSION OF 2/3 SALES AGREEMENTS AND/OR JV/  
TT.

REPORT ON NEW SOFTWARE LAW EXPECTED TO BE RELEASED IN NEXT FEW  
MONTHS.

RESOLVE WHETHER PARTICIPATION IN INFORMATICA  
'89 JUSTIFIED.

ORGANIZE PARTICIPATION IN AND FOLLOW-UP ON CONTACTS TO BE ESTA-  
BLISHED AT TELECOM '88 IN RIO DE JANEIRO.

INCREASED EXPOSURE OF CANADIAN CAPABILITIES  
IN SECTOR AND INCREMENTAL OPPORTUNITIES FOR  
SALES/TECHNOLOGY COOPERATION.

FOLLOW UP ON SATELLITE '86 AND 87, ON SATELLITE APPLICATIONS AND  
ENVISAGE PARTICIPATION IN SIMILAR SEMINAR EVENTS IN 1988.

INTRODUCTION OF CANADIAN KNOW-HOW/TECHNOLOGY  
IN FUTURE BRAZILIAN APPLICATIONS, E.G. TELE-  
EDUCATION, TELE-MEDICINE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 -----
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

EMERGENCY ACCESS TO CANADIAN CONSULS

SPED AND IL 80 WHICH WOULD HELP  
DETERMINE WHETHER THESE WOULD BE FOR

SWISS OF TRANSITION AND SEMINAR TO BE  
LTD TO NEW REPRESENTATION CONTRACTS (3) AND

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