

REPORT 4  
88/03/16

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 : 427-MUNICH

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

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PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

INTENSIFY CORPORATE LIAISON ACTIVITY TO TAKE ADVANTAGE OF  
EMERGING INTEREST IN TELECOMMUNICATIONS SECTOR.

WILL CANVASS MAJOR CORPORATIONS IN TERRITORY TO DETERMINE THEIR  
FUTURE REQUIREMENTS FOR DATA COMMUNICATIONS EQUIPMENT/SERVICES  
LOCAL AREA NETWORKS, APPLICATION SOFTWARE AND MODULAR OFFICE  
EQUIPMENT.

BROADCASTING (INC CATV)

CONTINUE CORPORATE LIAISON ACTIVITIES TO KEEP ABREAST OF  
EMERGING OPPORTUNITIES IN CATV SECTOR PARTICULARLY NOW THAT  
PRIVATISATION OF BROADCASTING IS INCREASING .

ANTICIPATED RESULTS:

IDENTIFICATION OF OPPORTUNITIES FOR CANADIAN  
SUPPLIERS INCLUDING POSSIBILITIES OF  
JOINT VENTURES

UNCOVER EMERGING OPPORTUNITIES BY TAKING  
ADVANTAGE OF OUR CLOSE LINKS WITH USA AND  
DOMINANT SALES OF AMERICAN FIRMS IN INFORMATIC  
IN FRG MARKET. N

EARLY INVOLVMENT OF CATV SUPPLIERS IN  
PROCUREMENT PROGRAMS OF BAVARIAN  
TV ORGANIZATIONS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED: