

Topic:
CAD Market
Statistics

iCAD is produced by Business Advantage, a B2B research, business development and marketing consulting practice operating in the global IT, Digital and Telecommunication sectors.

CAD/CAM System Sales - Reseller Views

More market intelligence you (probably) don't know on the use of large format plotters and printers at 19,000 CAD/CAM using sites.

Each month *iCAD* provides market intelligence from our database of nearly 20,000 UK CAD/CAM user sites. This database contains in-depth information for each record, covering some 150 separate data items. This month we begin a two-part analysis of the use of large format devices, starting with **A1 plotters and printers**.

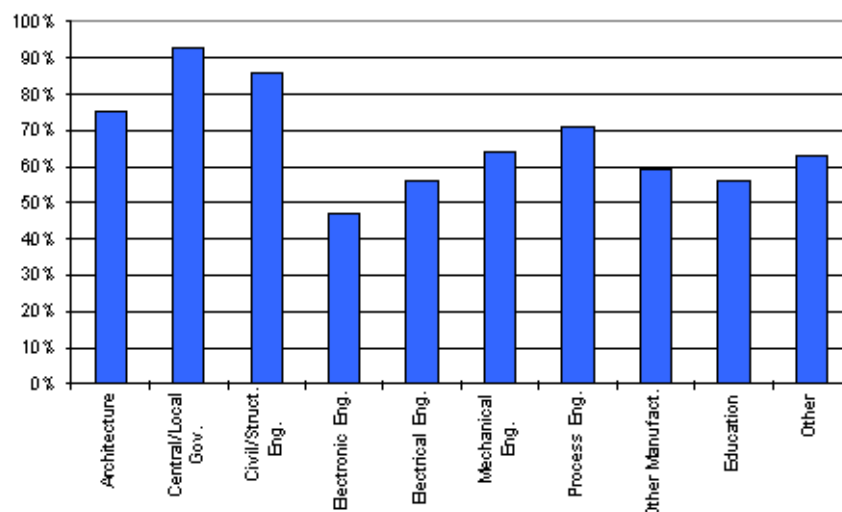
We have analysed current data from 19,000 CAD/CAM user sites, and compared it with January 2001 data (2,635 sites) and January 1999 data (2,200 sites). For all three years the samples were selected to provide a representative sample of the total UK CAD/CAM market.

Analysis by Business Activity

Looking at the CAD/CAM market as a whole, there are currently 65% of sites that are using large format plotters/printers (large format is defined throughout this article as A1 or larger). There has been little significant change since 1999, when 61% of sites were using these devices.

Of the industrial sectors, civil/structural engineering has the highest proportion of sites using these devices (86%), while electronic engineering has the lowest (47%). Looking across all sectors, the 93% of central and local government sites with large format plotters/printers represent the highest penetration levels.

Proportion Of Sites Using Large Format Printers/Plotters By Business Activity (As At January 2002)



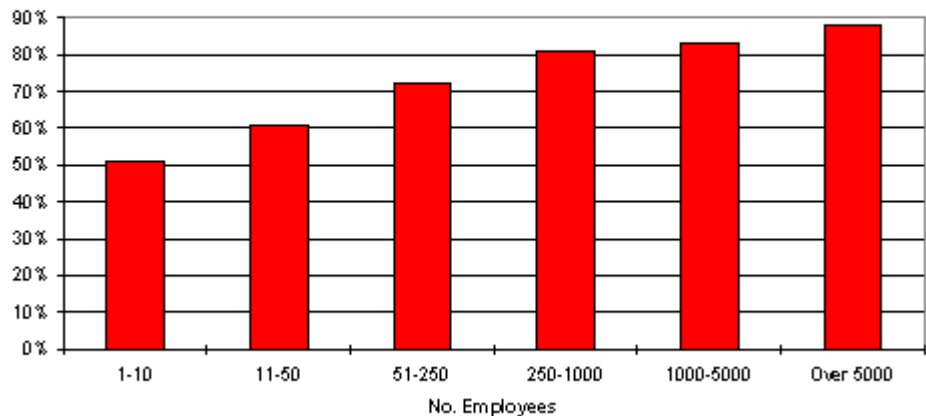


February 2002

Analysis by Site Size

As you'd expect, there are significant differences in the proportion of sites using these devices according to site size. Only 55% of sites with fifty staff or less use them, compared to 88% of sites with over 5,000 staff.

**Proportion Of Sites Using Large Format Plotters/Printers By Site Size
(As At Jan 2002)**



There does appear to have been a slight increase in the proportion of small to medium sized enterprises (SMEs) using these devices in the last three years; 55% of sites with less than 250 staff were using them in 1999, compared to 60% currently.

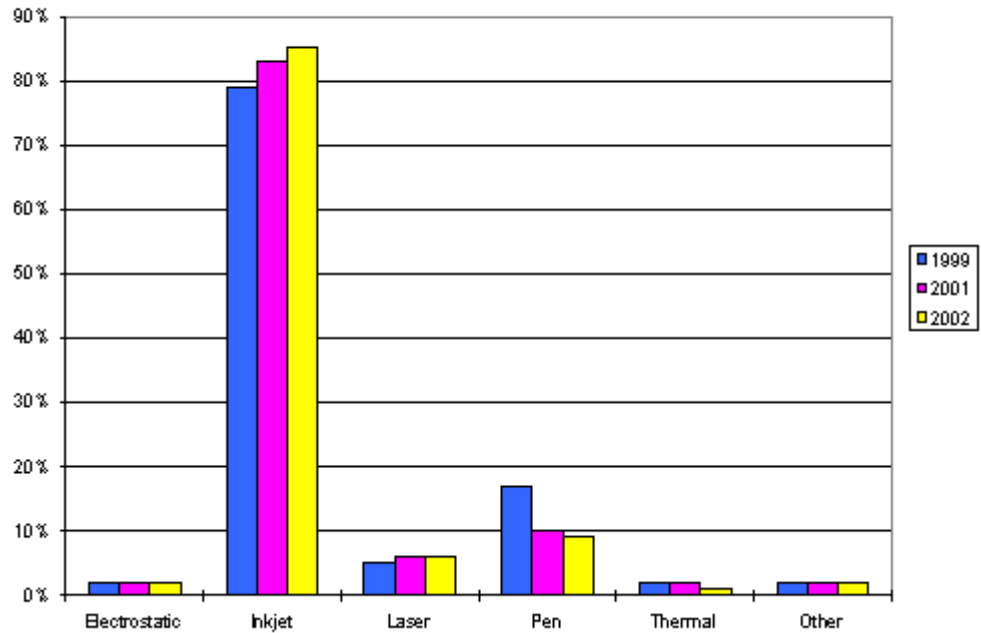
Analysis by Number of CAD Seats

Again, there is the expected direct relationship between the proportion of sites with large format printers/plotters and the number of CAD seats at those sites. Four out of ten sites with only 1 CAD seat have these devices, compared to eight out of ten sites with more than 100 CAD seats.

Plotting Changes

The usage of different types of plotter has remained fairly consistent over the last three years; overall 85% of sites using plotters are now using inkjet machines, a 6% increase to 1999. The proportion of sites using pen plotters has halved in this period down to 9%, but this technology clings on stubbornly beyond expectations.

Sites Using Plotters - Type Of Output Device Used In 1999, 2001 & 2002

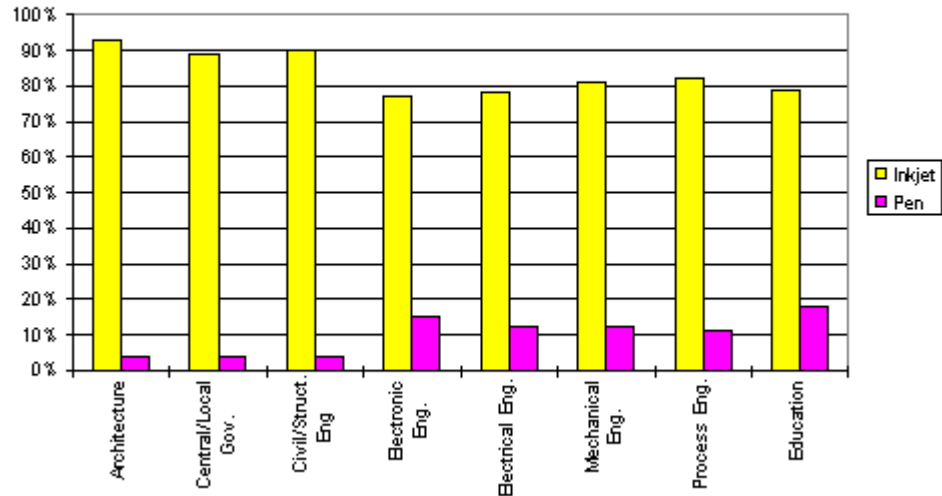


Breaking these overall market figures down by business activity, we see that architecture has the highest proportion of sites using inkjet machines (93%). Educational establishments and electronic engineering sites have the highest proportions of pen users, at 18% and 15% respectively. Levels of use of the other plotter technologies are consistent across the sectors.



February 2002

Sites Using Plotters/Printers - Proportion Using Inkjet Or Pen Technology By Business Activity As At Jan 2002



Unsurprisingly, larger companies are more likely to have adopted laser technology; 13% of sites with more than 5,000 employees have done so, twice the proportion of those in the 50-250 employees band.

HP Rules the Inkjet World

In terms of inkjet brands, 87% of users have a Hewlett-Packard plotter/printer. All other brands are used at less than 5% of those sites using these devices.

The above data comes from research on the UK CAD/CAM user community. If you would like to target specific decision makers in a particular sector, or want to find out more about this database and the accompanying services, please take the following links:

[Database of 20,000 UK CAD/CAM User sites](#) (with details of around 60,000 decision makers)

[Request Five Free Samples](#)

[Research in the CAD/CAM Sector](#)

Please [Click HERE](#) to leave a comment or question.



Pel House, 35 Station Square, Petts Wood, Kent, BR5 1LZ, United Kingdom

Tel: +44 (0)1689 873636 **Email:** info@business-advantage.com **Web:** www.business-advantage.com