



January 2002

Topic:

CAD Market
Statistics

CAD/CAM System Sales - Reseller Views

More market intelligence you (probably) don't know on the brands of workstations and PCs installed at CAD/CAM using sites.

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

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 have analysed current data from 17,500 CAD/CAM user sites, and compared it with 1997 data from 10,500 sites to examine the use of PC and workstation brands. In both cases the samples were selected to provide a representative sample of the total UK CAD/CAM market.

PC Brands

The table below shows a breakdown of sites using PCs by brand in December 1997 and December 2001. Dell and Gateway show the most significant increases in the percentage of sites using their PCs over the four years.

PC Brand	% of sites using this brand in Dec 1997	% of sites using this brand in Dec 2001
Dell	11%	20%
Compaq	11%	11%
Gateway	3%	9%
HP	6%	8%
IBM	7%	4%
RM	5%	3%
Intergraph	1%	2%
others*	51%	59%
	<i>Base 10,495</i>	<i>Base 17,562</i>

A further seven brands are being used at approximately 1% of sites. Percentage sums exceed 100 as some sites use multiple PC brands.

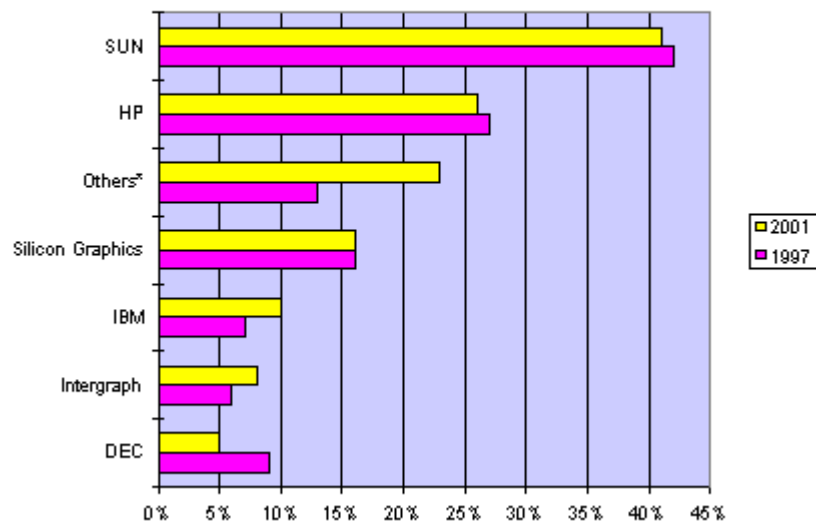
*Nearly six out of ten sites are now using 'others', these are either minor brands that are used at less than 1% of sites or unbranded machines otherwise referred to as 'clones'.

The use of Dell PCs increases with site size; 32% of sites with more than 5,000 staff use their PCs, compared to 16% of sites with less than 50 staff.

Workstation Brands

The chart below shows a breakdown of sites using workstations by brand in December 1997 and December 2001.

Breakdown of Sites Using Workstations by Brand in 1997 & 2001



*'Others' are brands that are used at less than 1% of sites or unbranded machines otherwise referred to as 'clones'.

There has been little change in the proportions of sites using the major workstation brands in the last four years. The proportion of 'other' sites using unbranded workstations, or brands that individually are used at less than 1% of sites, has increased by 10%.

The percentage of sites using SUN workstations increases steadily according to site size; they are used at 15% of workstation using sites with less than 10 staff, compared to 56% of sites with more than 5,000 staff. A quarter of the very small sites are using Silicon Graphics workstations, the highest percentage amongst this segment of smaller end-users.



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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](#)

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