

Topic:
Printers &
Supplies

CAD/CAM User Market Statistics

Usage of large format printers, plotters, copiers and scanners

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

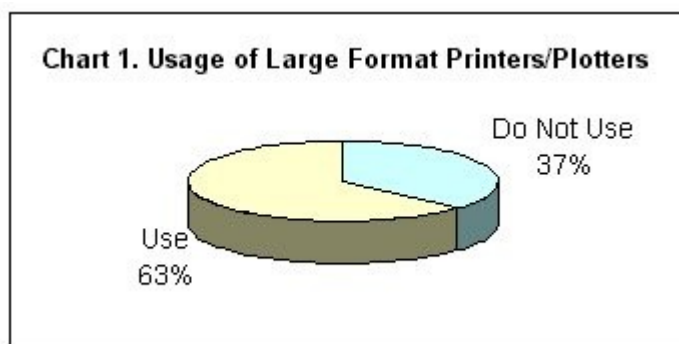
Each month *iCAD* will provide market intelligence from our database of nearly 20,000 UK CAD/CAM user sites. This month, we look at **usage of large format devices**.

[The UK CAD/CAM User Site Database](#) contains in-depth information for each record covering some 150 separate data items. The data is updated twice a year by our specialist IT researchers. The scope for analysis is huge, but here are a few facts taken from interviews conducted in January 2001 with 2,635 sites (selected to provide a representative sample of the total UK CAD/CAM market).

[Interested in a full analysis of trends in the market for large format devices ?](#)

Large Format Plotters and Printers

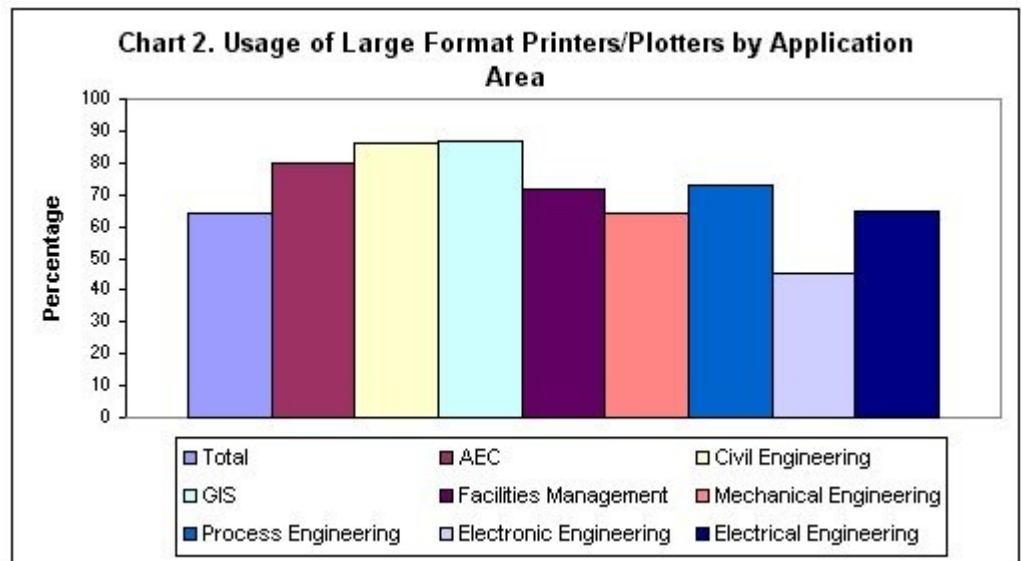
Our sample of 2,635 UK CAD users reveals that **63% are using large format printers/plotters** (large format is defined throughout the article as A1 or larger).



By proportion of sites, the heaviest users of A1 or larger printers/plotters are in AEC (80%) and government departments (84%). Electronic (48%) and electrical (57%) engineering, together with education (49%) display the lowest usage.

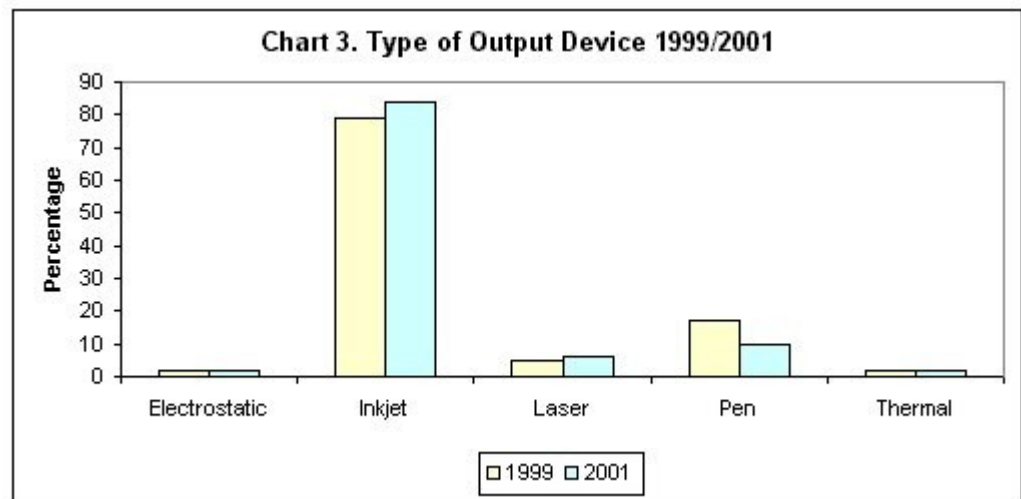
This position has not changed greatly since 1999 when our survey of 2,201 respondents revealed average usage to be 61%. Again penetration by business sector was similar to 2001.

Chart 2 below shows usage by application area and again shows AEC and GIS as the heaviest users of large format plotters/printers.



Plotting changes

Just as the level of overall use of plotters/printers has remained consistent over the past few years, the usage of different types of plotter has not changed greatly since 1999 (Chart 3).



The proportion of sites using pen plotters has nearly halved, but the fact that one in ten are still using pens will surprise suppliers who have tended to assume that this plotting method has all but vanished. Inkjet technology has risen from 79% to 84% over the last two years. It dominates the AEC area, where 93% of sites are using large format inkjet machines.

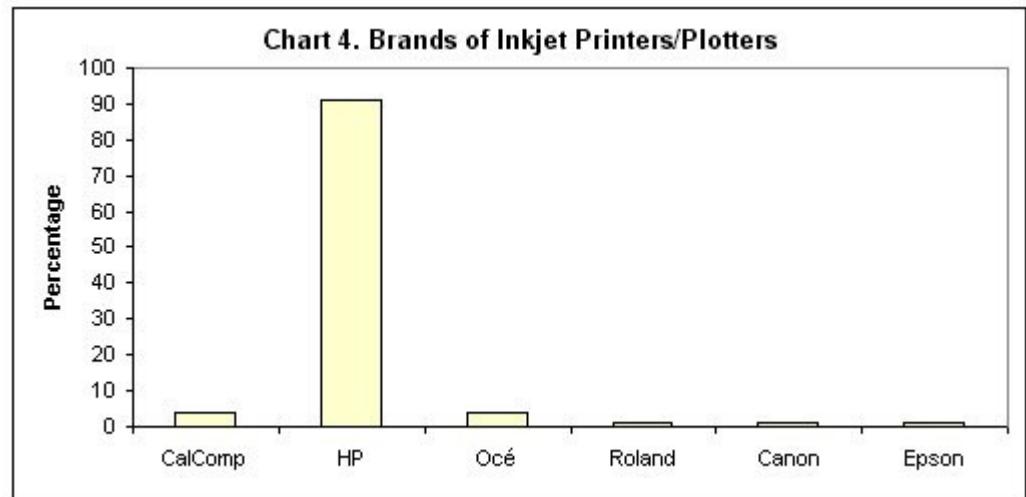
The change from analogue to digital technologies is hard to pick up in these surveys as users are often unable to name the technology they are using, but the evidence suggests that the installed base of digital technologies is slow to rise. This is a further indication that the market is moving more slowly than suppliers tend to think.



January 2001

HP in Control

In terms of brands, an overwhelming 91% of inkjet users have a Hewlett-Packard plotter/printer (Chart 4). This figure was the same in 1999. HP's dominance leaves little room for other major brands as shown below.

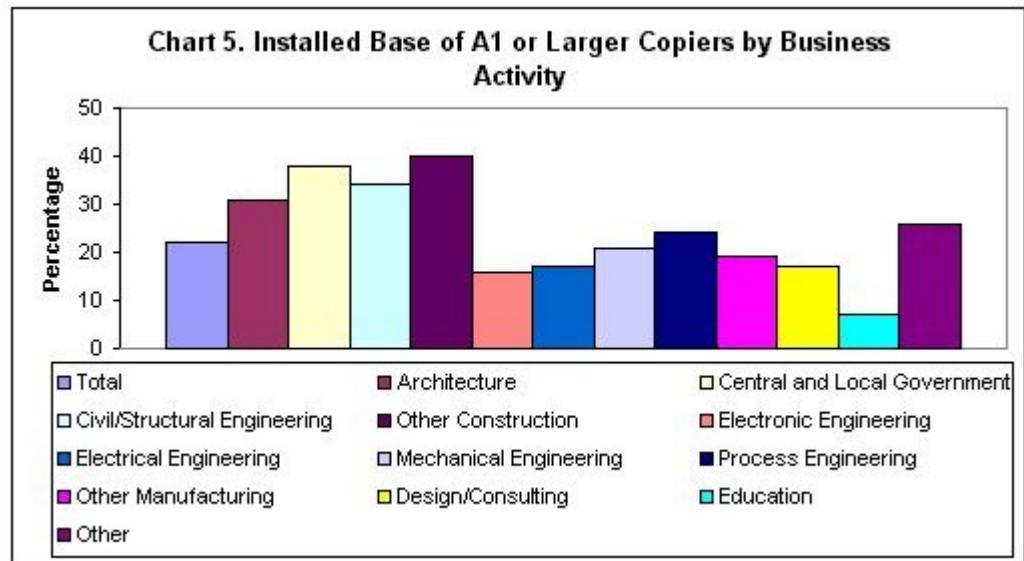




January 2001

Large format copiers and plan printers

One in five CAD/CAM sites have a large format copier or plan printer. As Chart 5 shows, again there is a significant difference between business sectors, with AEC and government being the heaviest users. Océ and Xerox are the dominant brands in this field.





January 2001

Scanners

The incidence of large format scanners is very low. Only 3% of CAD sites reported a large format scanner. The number of scanners appears to be declining; installed base figures have fallen from 6% in 1998, to 4% in 1999 and 3% now. This is felt to be due to the emergence of new digital and multifunctional equipment.

Business Advantage has been collecting data on large format devices over the past 4 years. We regularly analyse this data to examine trends in this market. Extracts of this report are shown here - **but you can obtain the full report from Business Advantage for only £199.** Please contact David Eaton on +44 (0)1689 873636 or david.eaton@business-advantage.com

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