



November 2000

Topic:
CAD Market
Statistics

CAD/CAM User Market Statistics

Market penetration of CAD solutions and propensity of users to buy additional systems

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 database contains in-depth information for each record covering some 150 separate data items. The data is updated on an ongoing basis by our specialist IT researchers. The scope for analysis is huge, but here are a few facts taken from interviews conducted within the last six months with over 1,800 sites (selected to provide a representative sample of the total UK CAD/CAM market).

How dominant are the key players in the CAD/CAM market?

Half of all CAD/CAM sites in the UK have AutoCAD, and one in three have AutoCAD LT. The nearest contender to AutoCAD is Pro Engineer with a penetration of 8% of UK CAD/CAM sites. The table below shows all software brands with a penetration of 2% or more.

Percentage of sites using each software package

AutoCAD	52%
AutoCAD LT	30%
Pro/Engineer	8%
AEC	5%
MicroStation	4%
AutoSketch	3%
CADDS5	3%
CATIA	3%
Mechanical Desktop	3%
Architectural Desktop	2%
Easy PC	2%
FastCAD	2%
I-DEAS	2%
OrCAD	2%
SolidWorks	2%
Unigraphics	2%



November 2000

Purchasing intentions amongst CAD/CAM user sites

One in ten CAD/CAM user sites plans to invest in additional CAD/CAM hardware, software or related services in the next 12 months. Equal opportunities for sales appear to exist in all areas of the country, as surprisingly there are no significant differences by geographical region or by which application area it is used for i.e., Mechanical Engineering, AEC, Process Engineering, Facilities Management, EDA etc.

Equally, AutoCAD users are no more or less likely to purchase in the next 12 months than non-AutoCAD users (9% planning to invest compared to 11% respectively).

Whilst there is a slight difference in purchasing intentions by size of company, as expressed by the number of employees, this is not as marked as might be expected. Eight percent of companies with 1-25 employees plan to invest, compared to 12% of companies with over 500 staff.

Number of seats per site

One quarter of all CAD/CAM sites only have one seat of software and a further quarter have just two or three. However, **the average number of seats per site is 12**, due to the minority of sites that have a very large number of seats – 4% have over 50.

Number of seats	Percentage of sites
1	26%
2-3	26%
4-5	12%
6-7	9%
8-10	6%
11-20	8%
21-50	9%
51-100	2%
100+	2%

*For information on the UK CAD/CAM User Site Database — up to 20,000 company sites using CAD/CAM; some 140,000 CAD/CAM seats; some 60,000 named senior decision makers — please click [here](#)

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