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The UNIX Software Market, 1989-1994

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Vice President

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The UNIX Software Market 1989-1994

The UNIX Software Market, 1989-1994

INTRODUCTION

This in-depth report presents INPUT's analysis of the U.S. market for the UNIX operating system. *The UNIX Software Market, 1989-1994* is organized to enable the reader to understand the key issues, trends, vendors, and user requirements.

HARDWARE VENDOR UNIX STRATEGIES

- Sun Microsystems
- Digital Equipment
- Unisys
- IBM
- National Advanced Systems
- Amdahl
- Hewlett-Packard
- Ultimate Corp.
- Nixdorf
- Apple

UNIX STRATEGY PROFILE CONTENT

- Product Name(s)
- Importance of UNIX
- Target UNIX Markets
- Target Industries
- Other Information

THE UNIX MARKET

Before discussing the UNIX market, a model of the software portion of the computer market is included, thus providing a simplified environment for analysis. The report discusses the size of the UNIX market in 1989 and presents forecasts through 1994 for the following segments:

- Mainframes
- Minicomputers
- Personal computers/workstations

One confusing aspect of the UNIX market is the various not-for-profit consortia influencing the market's direction. Profiles containing information such as the name, location(s), organization goals, work groups, and members are included for 12 UNIX-related consortia.

UNIX STRATEGIES FOR VENDORS

The report also contains vendor information on the following market segments:

- UNIX-derivative operating systems
- RDBMSs
- Fault-tolerant UNIX
- Real-time UNIX
- Graphical user interface software
- UNIX-based application development tools
- UNIX-based image processing systems

UNIX strategies for 10 hardware manufacturers are summarized and grouped in a matrix for easy comparison. As a bonus, this report includes a unique perspective on IBM's UNIX strategy.

Unix strategies for four key UNIX vendors—AT&T, Microsoft, The Santa Cruz Operation, and Mt. Xinu—are discussed.

INTERVIEWS WITH UNIX USERS AND SOFTWARE DEVELOPERS

Interviews with users of UNIX and software developers provided interesting comments on the realities of adapting UNIX. In addition, the report addresses:

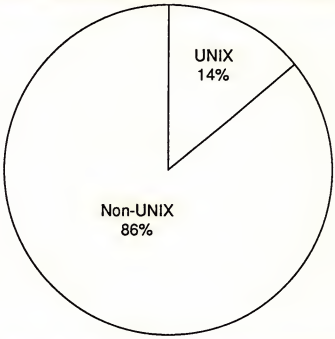
- Advantages and disadvantages of using UNIX
- Barriers to widespread acceptance of UNIX

CONCLUSIONS AND RECOMMENDATIONS

The final chapter includes:

- Conclusions about the UNIX market
- Vendor and user opportunities in UNIX
- Recommendations to UNIX vendors and users

UNIX VALUE OF TOTAL U.S. OPERATING SYSTEM MARKET, 1989



Total 1989 U.S. Operating System Market = $5.6 Billion

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INPUT provides planning information, analysis, and recommendations to managers and executives in the information processing industries. Through market research, technology forecasting, and competitive analysis, INPUT supports client management in making informed decisions.

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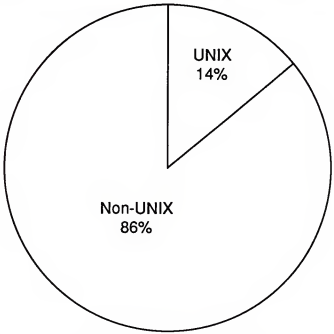

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