

# INPUT<sup>®</sup>

Federal Information Systems  
and Services Program

Federal Microcomputer  
Market, 1989-1994

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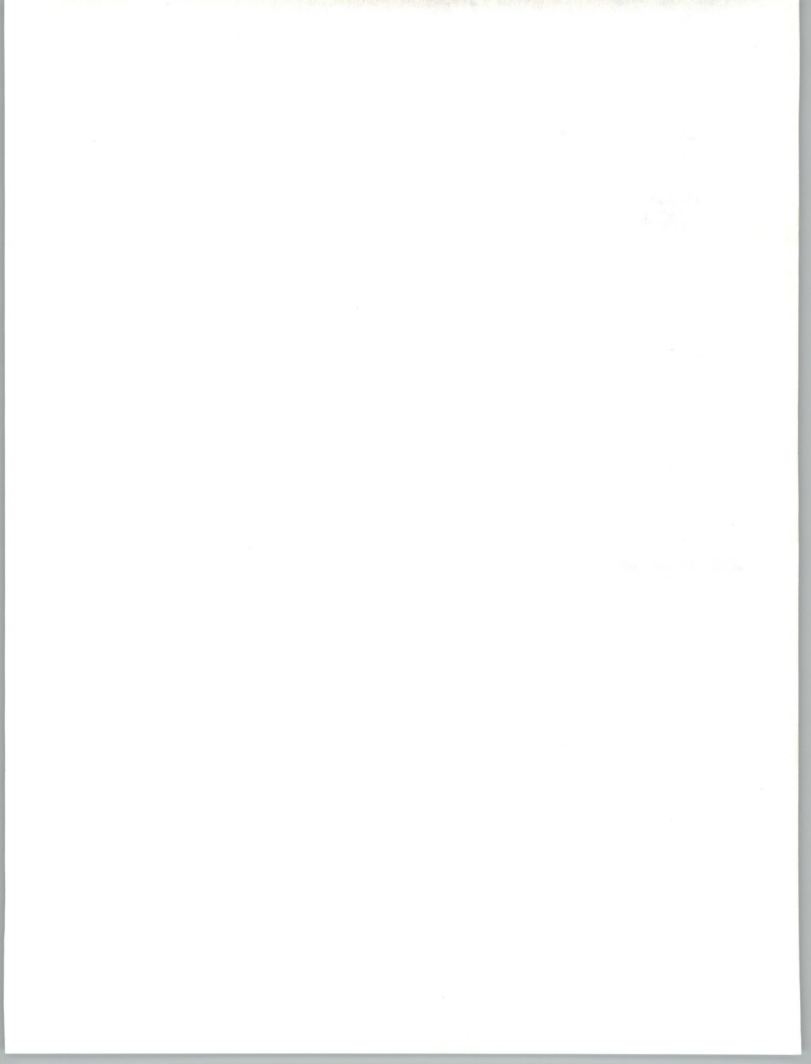
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- Complete Market Analysis
- A New Study
- Available Immediately



## FEDERAL INFORMATION SYSTEMS AND SERVICES PROGRAM

The *Federal Microcomputer Market, 1989-1994* report is one of a series of market analysis reports.

Other reports in the program include:

*Federal Professional Services Market, 1989-1994*

*Federal Systems Integration Market, 1989-1994*

*Federal Computer Security Market, 1989-1994*

*Federal Software Products and Related Services Market, 1989-1994*

*Federal Processing Services and Operational Support Markets, 1989-1994*

*Defense Logistics Agency Information Services Market*

The program also includes:

- Access to INPUT Consultants
- "Hotline" Inquiry Service
- Client Conference
- Federal Information Center

### TECHNOLOGICAL TRENDS AFFECTING MICROCOMPUTER SYSTEMS

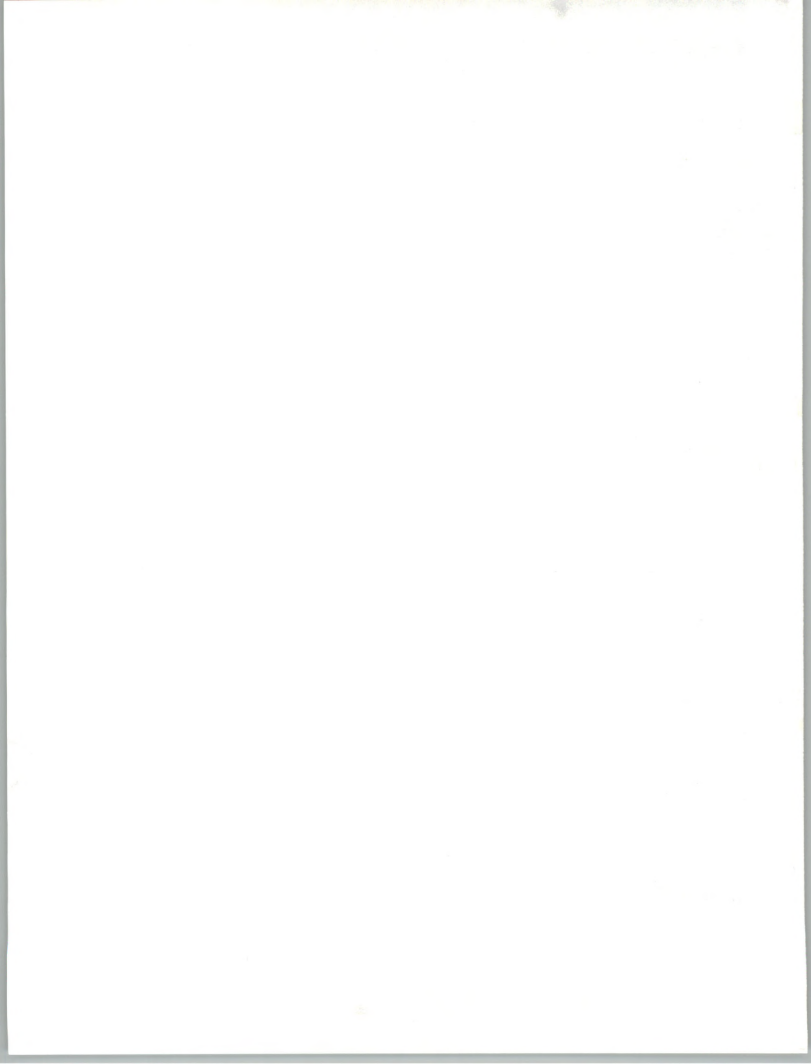
Trend/Factor	Rank*
Expanded network/LANs	1
Advancements in operating systems	2
Increased microcomputer capabilities	3
Improved imaging/graphics	4
Developments in artificial intelligence	5
Advancements in communications	6

\*Rank based on frequency of mention by respondents

### LARGER SYSTEM APPLICATIONS BEING DOWNSIZED TO MICROCOMPUTERS

Application	Rank*
Accounting	1
Inventory	2
Financial	3
Management systems	4
Data Entry	5
Information processing	6

\*Rank based on frequency of mention



## Federal Microcomputer Market, 1989-1994

The report presents INPUT's analysis of the federal market for microcomputers and discusses applications, and organizational, target, and software strategies. It also assesses the growth of government contracts for microcomputers and the impact on competition.

### FEDERAL MICROCOMPUTER MARKET

- Introduction
- Executive Overview
- Market Analysis and Forecast
- Federal User Requirements and Trends
- Competitive Trends
- Key Opportunities

### AGENCY PERSPECTIVE

Application Areas  
UNIX and Ada Applications  
Acquisition Plans and Preferences  
Selection Criteria  
Vendor Performance

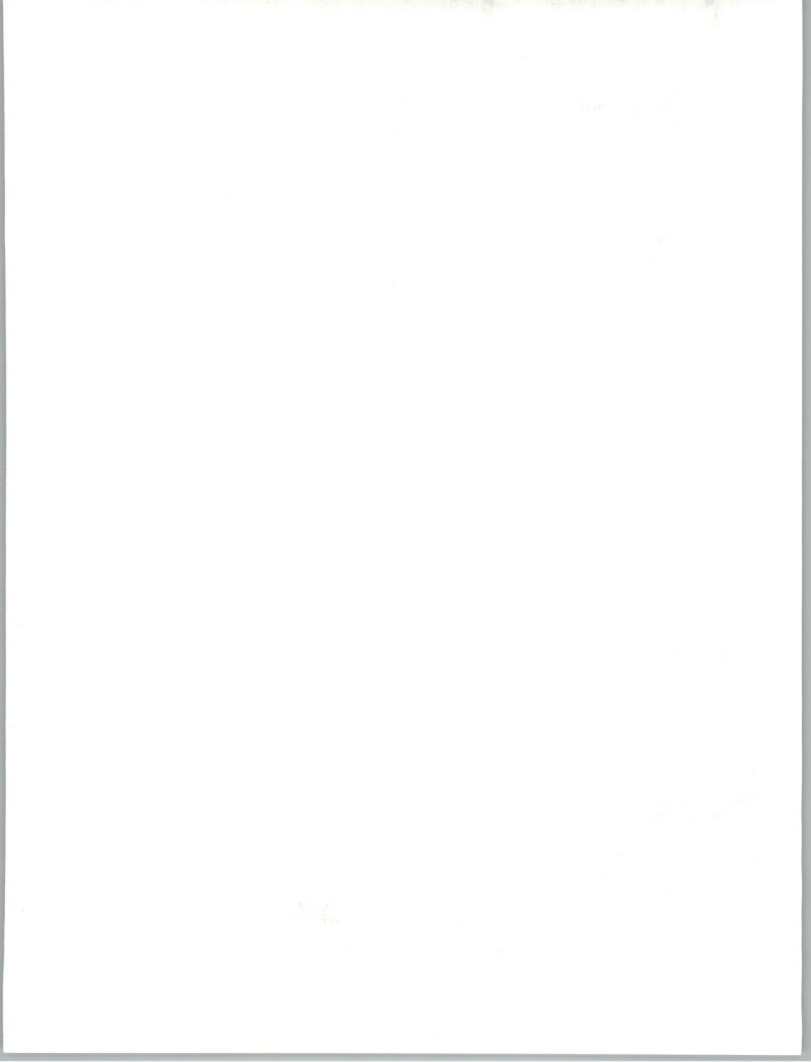
### VENDOR PERSPECTIVE

Federal Market Perceptions  
Applications Supported  
Teaming Patterns  
Software Environment  
Trends Affecting Market

The changing federal microcomputer market has forced vendors in virtually all segments of the information services industry to reevaluate their position in the market, their overall competitiveness, and their product offerings. Vendors to this market need to be aware of the government's requirements for more versatile microcomputers to support a wide range of applications and the automation of government operations.

This report examines the views of the federal agencies and the vendor community regarding microcomputers as both a change from traditional information processing and an opportunity for accelerated productivity.

- The report presents data collected from government sources and leading vendors that analyzes the following:
  - Currently installed systems
  - Leading vendors
  - Strategies and market perceptions
  - Impacting trends and technology
- The data was collected by INPUT during 1989 and the report includes both federal microcomputer inventory estimates and a market forecast for 1989 to 1994.
- The information will permit marketing and operations executives and managers to assess their capabilities and competitiveness in this market.
- INPUT's assessment of agency requirements, competition, and evolving trends and issues provides market intelligence to assist existing or future microcomputer vendors in developing successful product strategies.



## About INPUT

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.

Continuous-information advisory services, proprietary research/consulting, merger/acquisition assistance, and multiclient studies are provided to users and vendors of information systems and services (software, processing services, turnkey systems, systems integration, professional services, communications, systems/software maintenance and support).

Many of INPUT's professional staff members have more than 20 years' experience in their areas of specialization. Most have held senior management positions in operations, marketing, or planning. This expertise enables INPUT to supply practical solutions to complex business problems.

Formed as a privately held corporation in 1974, INPUT has become a leading international research and consulting firm. Clients include more than 100 of the world's largest and most technically advanced companies.

### Offices

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# INPUT's Research Studies

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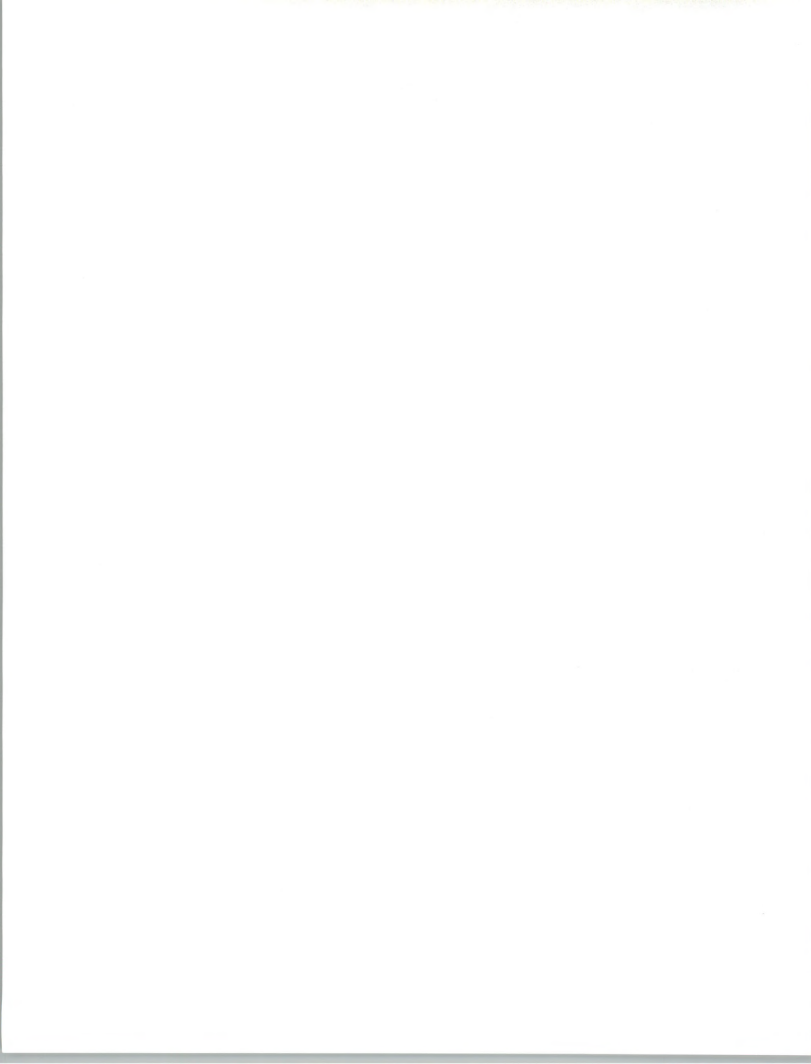
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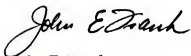
## *Federal Microcomputer Market, 1989-1994*

The enclosed brochure introduces our latest release for the Federal Information Systems and Services Program.

To order the report, simply fill out the enclosed authorization form and mail or fax it to INPUT.

I look forward to hearing from you.

Yours sincerely,



John E. Frank  
Vice President  
Federal Information Systems and Services Program

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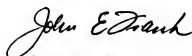
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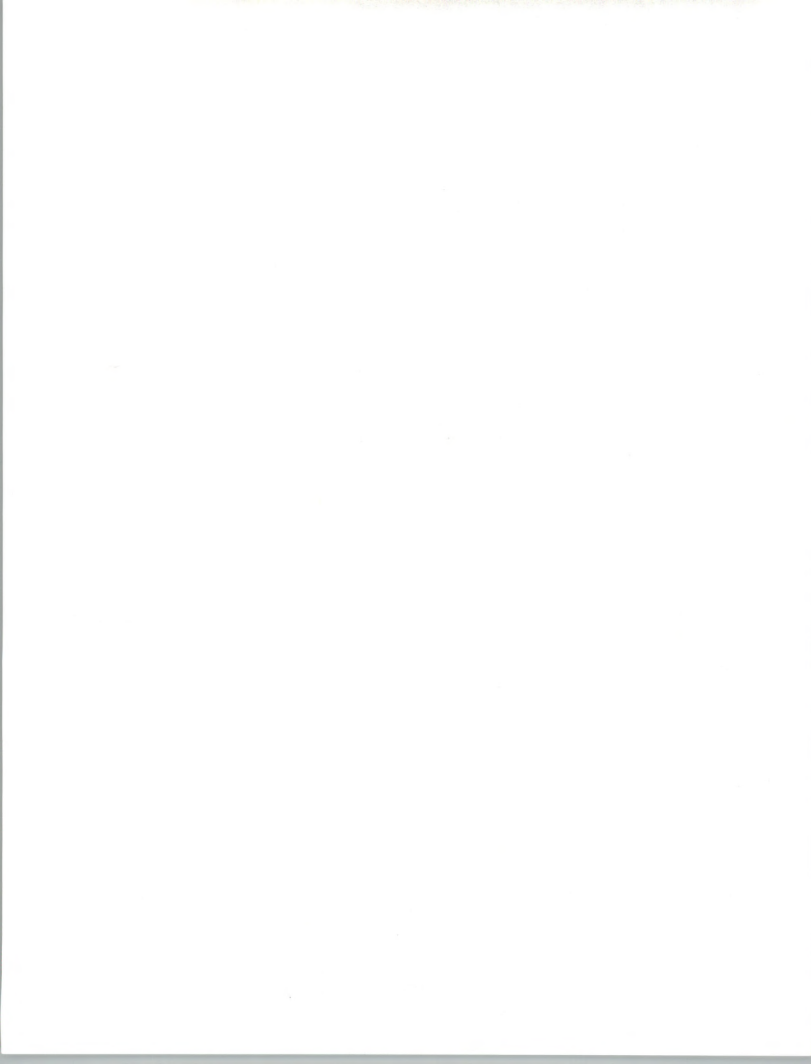
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