

# Turnkey Systems Market Western Europe

Subsector	User Expenditures (\$ Billions)		
	1991	1991-1996 CAGR (%)	1996
Equipment	6.3	11	10.5
Software Products	2.9	18	6.7
Professional Services	3.1	18	7.1

E-TS-1

INPUT

Notes



## Turnkey Systems, Western Europe Equipment Platform Analysis

Subsector	User Expenditures (\$ Billions)		
	1991	1991-1996 CAGR (%)	1996
Mainframe	0.5	7	0.7
Minicomputer	7.0	14	13.4
Workstation/PC	4.8	16	10.2

E-TS-2

INPUT

Notes



## Turnkey Systems, Western Europe

# Country Markets

Country	User Expenditures (\$ Billions)		
	1991	CAGR (%)	1996
Germany	3.6	15	7.2
United Kingdom	2.6	12	4.6
France	1.9	14	3.7
Italy	0.8	11	1.3

E-TS-3

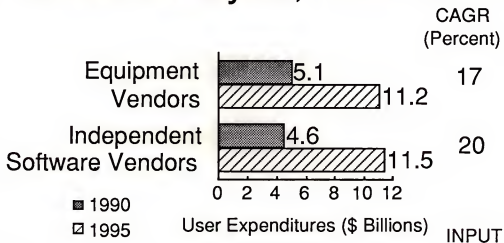
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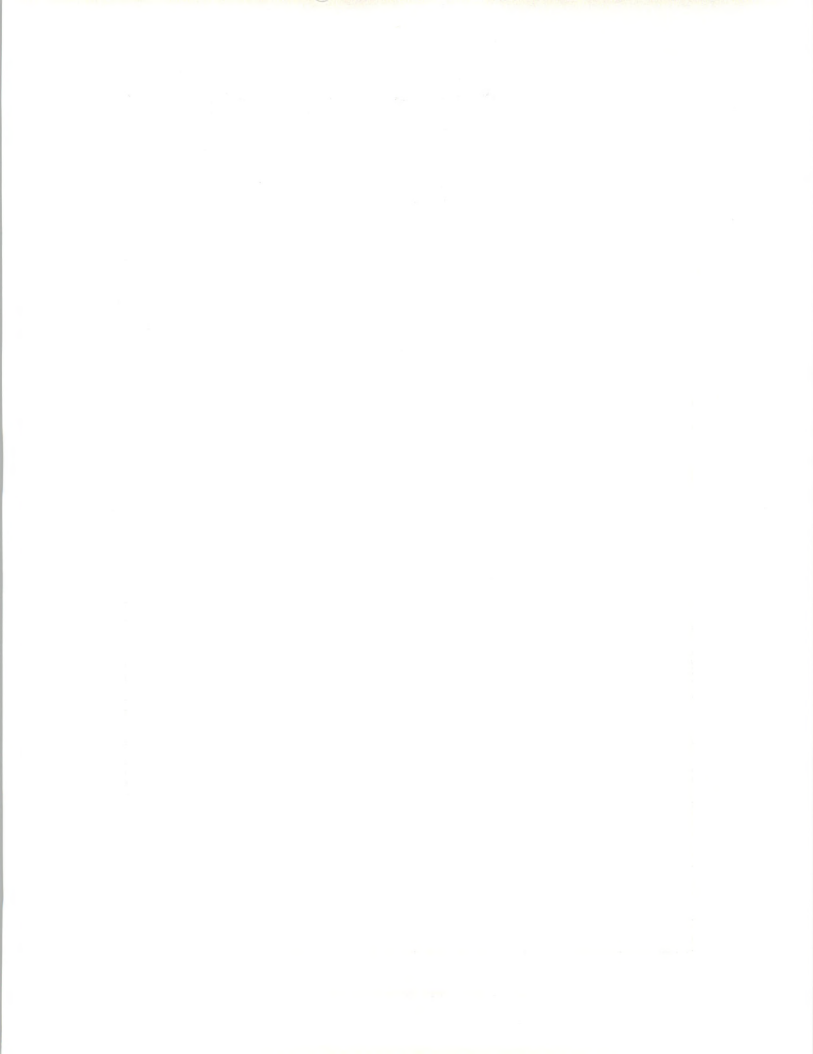
# Turnkey Systems, Western Europe

## Vendor Analysis, 1990-1995



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Notes





Turnkey Systems, Western Europe

## Leading Vendors, 1990

Company	Rev. (\$M)	Mkt. Share (%)
Siemens Nixdorf	970	9
Prime	400	4
Digital Kienzle	400	4
Intergraph	270	3
McDonnell Douglas	235	2

E-TS-5

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Notes



## SNI

Heritage	Proprietary turnkey systems
Strengths	COMET user base Point-of-sale systems
Focus	Regaining competitive position in SME market
Direction	Migration to UNIX <small>INPUT</small>

E-TS-6

Notes

