6.1   <u>Mainframe</u>

The mainframe industry, estimated by industry sources at about C$10 million in 1987 is dominated by 8 major distributors as follows:

Distributor	Brand
1) Business Computers Sdn. Bhd.	NEC
2) CLL Information Systems Sdn. Bhd.	Hitachi
3) IBM World Trade Corporation	IBM
4) International Computers (M) Sdn. Bhd.	ICL
5) NCR Malaysia Sdn. Bhd.	NCR
6) Nixdorf Computer (M) Sdn. Bhd.	Nixdorf
7) Talasco Computers Sdn. Bhd.	Fujitsu
8) Unisys Malaysia Sdn. Bhd.	Unisys

These distributors are either subsidiaries of international computer companies or local representatives which have exclusive arrangements with foreign principals for the provision of products, spare parts and technical support.

The total number of mainframe installations in Malaysia is now estimated at 100. IBM is the undisputed market leader and commands about 60 percent of the total market. IBM's dominance is attributed to its long standing presence, worldwide reputation and excellent marketing service and support. ICL and Unisys (formerly Burroughs and Sperry) are also among the stronger and more established distributors in the field. NCR has established its own successful market niche as well in the banking industry.