Mini-Computer

The Thai mini-computer market will continue to grow in the foreseeable future at a steady rate of 15-20% pa and the number of installations is estimated at over 700 in 1987.

As mini-computers require technical support from suppliers and the establishment of software and hardware engineer teams relatively high expenditure is involved.

The leader (which have already incurred this investment) in this market is IBM with a market share of 40%.

The remaining 60% of the market is shared among:

Brand	Distributors
NEC	Datamat Co Ltd
DEC	Bangkok Data Center Co Ltd
	Micronetic Co Ltd
Wang	Innovation Corp Ltd
NCR	NCR Thailand
	(Kian Gwan Commercial Co Ltd)
Unisys	Yip In Tsoi & Co Ltd
	Summit Computer Co Ltd
Data General	General Data Co Ltd
Concurrent	Loxley (Bangkok) Ltd
Prime	Digital Information Associates Ltd
Texas Instruments	Computer Technology Co Ltd
CDC	Control Data (Thailand) Ltd
Norsk Data	Norsk Data Thai Ltd
Datapoint	Systomat Co Ltd
Philips	Philips Electrical Co of Thailand Ltd
Nixdorf	T N Business System Co Ltd
AT&T	Action Computer Co Ltd
Honeywell	Siam Telteck Co Ltd
Hewlett-Packard	Unimesa Co Ltd

In 1987, the mini-computer market was estimated at Baht 1,200 million, an increase of 20% from 1986, with new brands in the market such as Convergent distributed by Computer Management Co Ltd, Fortune System by Digital Data Co Ltd, and Supermax by Sinobrit Co Ltd. The 1988 estimate is approximately Baht 1,500 million.

Micro-Computer

The micro-computer market in Thailand has followed world-wide trends by out-distancing the other two categories in the last 3-4 years. This is obviously due to enhancement capabilities and cheaper prices.