TARA SIAM LIMITED

The number of companies grew to an estimated 297 in 1987 - of which 186 supplied computers, 62 engaged only in selling computer hardware and the remaining 124 in more than one activity.

For analytical purposes, companies in the Thai computer business can be categorised into 4 types as follows:

    (1)   supplying computer hardware

    (2)   supplying peripherals and accessories

    (3)   training

and (4)   providing consultancy and software development services.

One company can fall under more than a single category of activity. The number of companies by type of activities in 1987 were as follows.

Number of companies	Type of Activities			
	(1)	(2)	(3)	(4)
62	X			
54		X		
20			X	
30				X
36	X	X		
36	X		X	
21	X	X	X	
7	X	X	X	
21	X			X
4	X			X
4			X	X
297				

Higher overall demand and greater user requirements will increase the number of computer vendors and simultaneously lead to greater specialisation as companies seek market niches.

The relatively small companies selling peripherals will expand more than the other groups as computer manufacturers try to enhance their products and overall market requirements increase.

More companies will concentrate on providing consultancy and services in programme writing as these activities will be closely related to increasing use of computers in Thailand for many years ahead. The number of software houses is accordingly expected to rise.