

5.2.2. Identification of Software Demand:

In chapter 2, item 2.2 of this report, we have identified the specific software demand per sector. The following section summarizes the trends in software demand.

The demand for imported software focuses on the following variables:

- . Specific markets and applications: oil, copper mining, specific industrial processes.
- . Software for mainframes which can only be developed by large software houses.
- . Demonstrated experience in use and customization of software elsewhere. The cost of a unique software product is not comparable to the purchase of a product that has already been tested and tried abroad. Experience is a key issue in marketing of imported software.

Sectors for Software Development:

- Banking: Money tables
Electronic stock exchange software.
- Production: Software for PC's which control production plants.
- Communications: Image processing by computer.
General traffic and vehicle traffic software.
- Information Technology: Software tools for software development.
- G.I.S.: Geographical Information Systems.

Other sectors are detailed in Chapter 2.