

TABLE 3
APPARENT CONSUMPTION OF HARDWARE IN MEX1
(millions of U.S. dollars)

	1985	1986	1987	1988	1989	1990	1993p
Production	171.1	251.8	392.5	543.9	617.2	358.3	581.0
Imports	157.2	116.6	143.6	182.9	186.7	418.1	564.8
Exports	79.4	99.9	186.5	328.2	325.6	202.4	339.4
TOTAL	248.9	268.5	349.6	398.6	478.3	574.0	806.4

Note: p=projected

Source: Based on data by SECOFI

Imports satisfied 73% of the total Mexican hardware market in 1990. The U.S. is by far the most important supplier to Mexico of computers and related equipment and holds a market share of 80% on imports of computer systems and peripheral equipment and 83% on software. This is a result of several factors: the fact that most of the authorized manufacturers in Mexico are associated with a U.S. company, and also due to the proximity of both countries, which allows timely delivery and prompt service.

The future trends in the computer market are towards products capable of exchanging information, of processing information in conjunction with other brands and of running the same programs. This means compatibility, communication and connectability between different types of equipment in order to create major computer networks within organizations. The development in fourth generation languages, relational data bases, in electronic technology and microcomputer networks have made this possible.

Principal Hardware Suppliers

In accordance with the Plan for Industrial Development, the government had registered a total of 61 companies to produce computers and related equipment in Mexico in 1989. Of these, 30 manufacture microcomputers, 10 minicomputers, 12 printers, 17 terminals and monitors, 11 modems and multiplexers and 14 other items. According to SECOFI, 61% of these companies are 100% national, 25% are joint ventures and 14% are 100% foreign owned.

The leading suppliers of mainframes in Mexico are:

International Business Machines (IBM),
Unisys (resulting from the union of Burroughs and Sperry),
Control Data Corporation (CDC),
Honeywell and
National Cash Register (NCR).