

Table - 1991 IOS Market

Supplier	Number of Lines				Number of Systems				Market Share (%)		
	PBX	mPBX	KS	TOT.	PBX	mPBX	KS	TOT.	PBX	mPBX	KS
AMELCO	378	0	478	856	14	0	16	30	0.13	0.00	0.39
BATIK	8334	38310	0	46644	253	9889	0	10142	2.95	14.03	0.00
EQUITEL	73270	13934	37480	124684	702	2354	2752	5808	25.95	5.10	30.53
FASOR	4733	16529	0	21262	125	2362	0	2487	1.68	6.06	0.00
IBCT	1952	18842	3512	24306	218	2141	279	2638	0.69	6.90	2.86
INTELBRAS	7787	33894	0	41681	222	3993	0	4215	2.76	12.42	0.00
LEUCOTRON	23637	12694	0	36331	1008	1154	0	2162	8.37	4.65	0.00
MATEC	57490	17920	1497	76907	448	2294	99	2841	20.36	6.56	1.22
META	0	53999	0	53999	0	6062	0	6062	0.00	19.78	0.00
MONYTEL	24651	15562	728	40941	333	1038	47	1418	8.73	5.70	0.59
MULTITEL	14173	0	55371	69544	177	0	5753	5930	5.02	0.00	45.11
NETCOM	7949	0	19148	27097	106	0	2465	2571	2.82	0.00	15.60
NUTRON	16101	43606	0	59707	587	4473	0	5060	5.70	15.97	0.00
SAT	36608	0	0	36608	276	0	0	276	12.96	0.00	0.00
SPLICE	0	1777	0	1777	0	121	0	121	0.00	0.65	0.00
TELEBIT	1329	5902	0	7231	50	689	0	739	0.47	2.16	0.00
TELEQUIPO	0	0	4544	4544	0	0	711	711	0.00	0.00	3.70
ZETAX	3972	0	0	3972	36	0	0	36	1.41	0.00	0.00
TOTAL	282364	272969	122758	678091	4555	36570	12122	53247	100.00	100.00	100.00
%	41.64%	40.26%	18.10%	100.00	8.55%	68.68%	22.77%	100.00			

The average number of lines per system was 77 for PBX, 10 for KS and 7 for mPBX. In normal sales to the Brazilian market, 90% of all systems are under 120 lines (15% more lines per trunk) and all systems over 100 lines initial capacity are required to be digital.

In terms of number of lines, Equitel (Siemens) is first with over 124,000 lines, followed by Matec (Ericsson) with almost 77,000 lines and Multitel (Alcatel) with 69,550. For companies with locally developed technology (Batik, Nutron, Meta and Monitel), sales are now over 45,000 lines each, some of them supplying both PBX and mPBX systems.

In terms of number of systems the leaders are mPBX manufacturers such as Batik with 9,889 systems, Meta (6,062), Nutron (4,473) and only one KS distributor Multitel (Alcatel) with 5,753 systems sold (45% of KS market). SAT (Philips) with 36,608 lines and Northern Telecom (not in the poll) are PBX distributors who have recently changed their industrial partner and their figures are not steady in 1991.