

For orientation purposes, the Private Switching Systems price per line in 1991 is approximately as follows, (based in direct informal poll with the major manufacturers and specialized press surveys):

<u>Equipment Type</u>	<u>Number of Lines per System</u>	<u>Price per line(installed) (US\$) *</u>	<u>Technology</u>	<u>Observations:</u>
Micro PBX	up to 48 lines	70 - 100	Analog	regular phones
Medium PBX	20 to 1024	240 - 280	Hybrid Analog	button phones
Medium PBX	64 to 1024	320 - 350	Hybrid Digital	All kinds sets
Key Systems	2 to 128	380 - 420	Analog	custom sets
Key System	20 to 128	280 - 350	Hybrid Digital	display sets
High End PBX	256 to 10,000	450 - 600	Digital	all types sets

* Prices include power , MDF , installation and all taxes

The listed prices above are for the first quarter of 1992, but with the recent entry in the market of new suppliers (Tadiran [Digital KS], Goldstar [Analog and Digital KS], Northern Telecom [Norstar and Meridian 1] and others), and with the gradual reduction of import and local taxes planned by the Government prices in this market should begin to approach international levels.

2.2.4 Market Survey

The table below shows the purchases of IOS switching equipment in 1991. Sales were up 13.44% over 1990 ,with growth of 2% for PBX, 5.1% for KS and 33.65% for mPBX. The PBX system share was 41.64% of total number of lines and 8.55% systems total, KS achieved a share of 18.1% and 22.77% respectively, and mPBX reached 18.1% and 68.68% respectively.