## 2.1.2. Categories of Software Industry participants:

Participants can be grouped according to various criteria:

(a)    Size, in terms of sales.

(b)    Products or services offered

(c)    Property or/and distributor relationships.

(a)    Size, in terms of sales:

The following table shows the main suppliers grouped by approximate 1990 sales figures in dollars.

Computer Industry Suppliers , according to estimated Sales

1990

| Company Name | Estimated Sales |
|---|---|
| A.    Sales over US$50 millions a year | |
| -        IBM | US$65 to 70 |
| -        SONDA | US$55 |
| B.    Sales between US$15 and US$20 millions | |
| -        SISTECO | |
| -        SYNAPSIS | |
| -        COASIN | |
| -        UNYSIS | |
| -        NCR | |
| -        COMPUTERLAND | |
| -        CIENTEC (ACER PC's) | US$20 to 30 |
| C.    Sales between US$5 to US$10 millions | |

All other companies,including Apple, Olivetti,Epson, Wang and others.