



such as Computer Aided Design (CAD), Computer Aided Manufacture (CAM), Computer Integrated Manufacture (CIM), and Material Resource Planning (MRP), for higher productivity and better quality. Existing users have been replacing low capacity HDDs by large capacity HDDs, creating new sales opportunities.

The banking, finance, insurance and stock market industries provided 8% of the total hardware sales in India during 1992-93. These sectors are currently expanding and have plans to add large computer systems during the next two to three years. It is expected that sales to these sectors will reach 12% of total computer sales in India by March 1996.

An expanding service sector has contributed to the sales growth rate of computers. Domestic airlines, the Indian railways, private truck operators, and travel agents, among others, have computerized their operations in major business centres and will extend this facility to their branches. These changes are expected to contribute to significant computer sales in the coming years.

Most state governments offer fast track clearance facilities and incentives to encourage environment-friendly electronic projects. Several leading computer manufacturing ventures have been established in the past two years in India, including Digital Equipment, Dell, Hewlett Packard, and Apple. These projects import components not manufactured in India.

Firms could work closely with the Confederation of Indian Industry, the All India Computer Manufacturers Association, the Manufacturers' Association of Information Technology, and the National Association of Software and Service Companies (NASSCOM), which periodically organize seminars and product exhibits to highlight new products and technologies.

Software

The Indian software industry, renowned for its sophistication and technical competence, is growing rapidly. Skill and expertise have been developed in areas such as design and implementation of management information and decision support systems, banking, insurance and financial applications, conversion methodologies and technologies, expert systems, A1 and fifth generation systems, CAD, CAM and CIM. Indian software enterprises have completed projects for international organisations. Many of the world's top IT companies have set up operations in India. The software industry is expected to reach 30 billion Indian rupees or approx C\$1.2 billion by 1996.