

6.2 Minicomputers

The market for minisystems in 1987 was estimated by industry sources at around C\$40 million. There are about 16 major players in the Malaysian minicomputer market. As in the case of the mainframe industry, these key players are either subsidiaries of international computer companies or local representatives with exclusive arrangements for supplies and technical back-up.

With recent technological advancements and the creation of superminis, the distinction between minis and mainframes is disappearing and distributors of minicomputers are known to compete effectively with the suppliers of mainframe systems.

The major distributors of minisystems are as follows:

<u>Distributors</u>	<u>Brand</u>
1) Business Computers Sdn. Bhd.	NEC
2) Computer Systems Advisers (M) Sdn. Bhd.	Sun
3) Complete Computer Systems Sdn. Bhd.	Prime
4) Dataprep Malaysia Sdn. Bhd.	Data General
5) Digital Equipment (Malaysia) Sdn. Bhd.	DEC
6) Far East Computers (M) Sdn. Bhd.	Apollo
7) Formis Computer Services Sdn. Bhd.	Tandem
8) Global Sistemaju Sdn. Bhd.	Wang
9) Hewlett Packard Sales (M) Sdn. Bhd.	HP
10) IBM World Trade Corporation	IBM
11) International Computers (M) Sdn. Bhd.	ICL
12) NCR Malaysia Sdn. Bhd.	NCR
13) Nixdorf Computer (M) Sdn. Bhd.	Nixdorf
14) Olivetti Malaysia Sdn. Bhd.	Olivetti
15) Unidata Sdn. Bhd.	Concurrent
16) Unisys Malaysia Sdn. Bhd.	Unisys

About 1,000 minicomputer systems are estimated to be in operation. This installed base of minicomputers comprises a much wider cross section of buyers and includes, in addition to the mainframe user sectors mentioned earlier, finance companies, insurance companies, stockbroking companies and medium-sized manufacturing/ industrial concerns. Competition among vendors is particularly keen. Among the more established brands are IBM, DEC, HP, ICL, Prime, NCR and Nixdorf.