

Distributors AT/CH | National providers dominate the market

- In Austria and Switzerland the distributor market is dominated by national providers
- In Austria the most important companies are SoLoIT and Omega¹⁾
- In Switzerland the market for distributors is dominated by MobilePro. Telion is following suite in second place
- The international respectively Europe-wide operating companies Ingram Micro, Also and Tech Data have to surrender to local distributors in these two markets
- In Switzerland a general high satisfaction prevails with the services of the distributors

1) For the Austrian market the low number of replies made a statistical analysis impossible

„With which distributors do you work together?“ (CH)

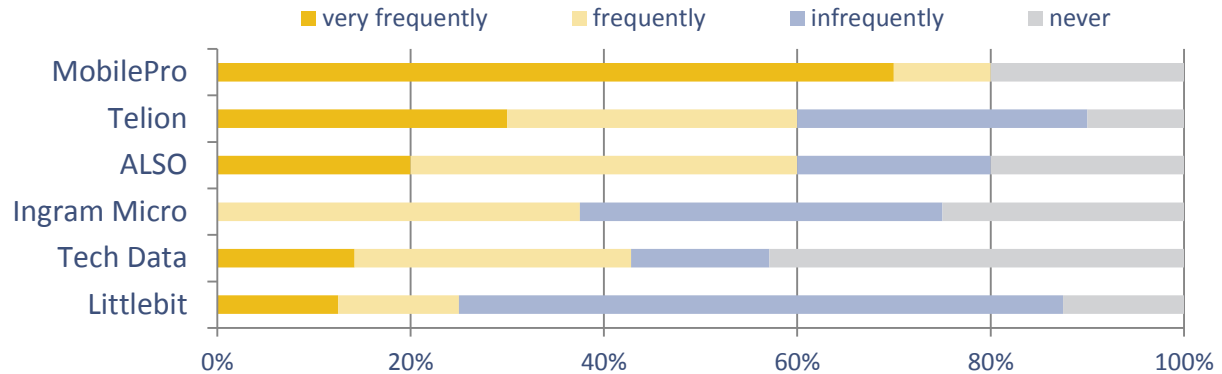


Fig. 22: DBCI November/December 2013 "Ranking distributors CH", n=8-10

„How do you rate the overall quality of the distributor?“ (CH)
(number of replies)

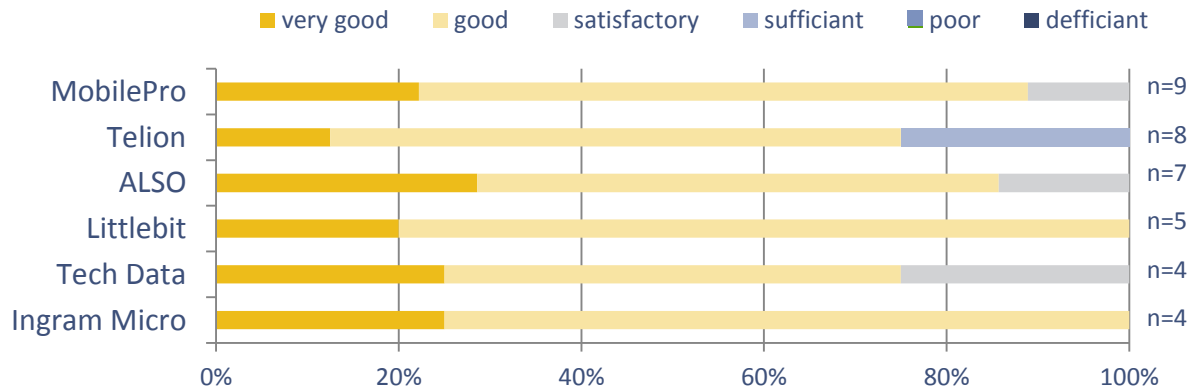


Fig. 23: DBCI November/December 2013 "Quality distributors CH", n=4-9