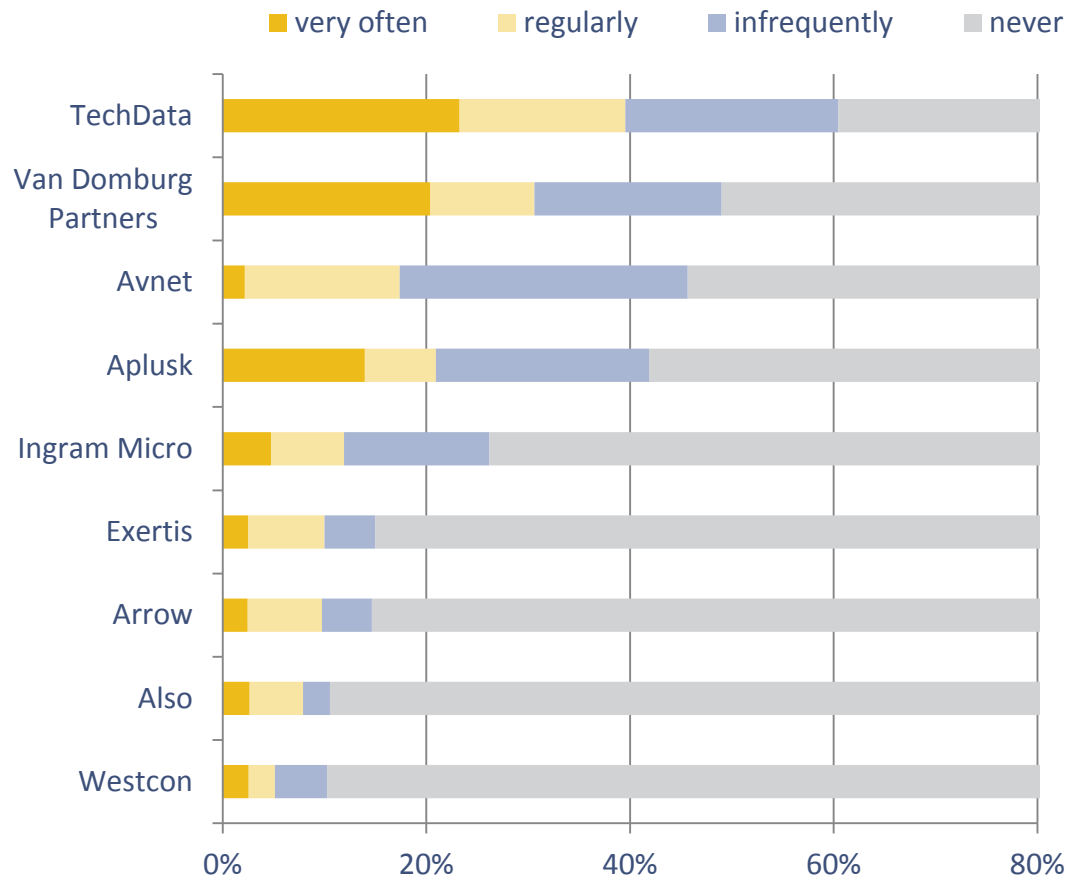


Further research | The big 4 dominate the market

**Question:** „With which distributors do you work together?“



- The clear market leader among the distributors in Benelux is Tech Data. Over 60% of all polled companies work with this distributor.
- In short succession follow, Van Domburg Partners, Avnet and Aplusk. Between 40% and 50% of the market participants have worked with those competitors.
- Most IT distributors offer Digital Signage related services. The market participants have noted that DS projects offer a good possibility to generate additional revenues to the standard box-moving business.

Fig. 4: DBCI Benelux November/December 2015 "Ranking distributors", n=39 (mean value)