

 Further research | The market is dominated by the Top 3 distributors

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

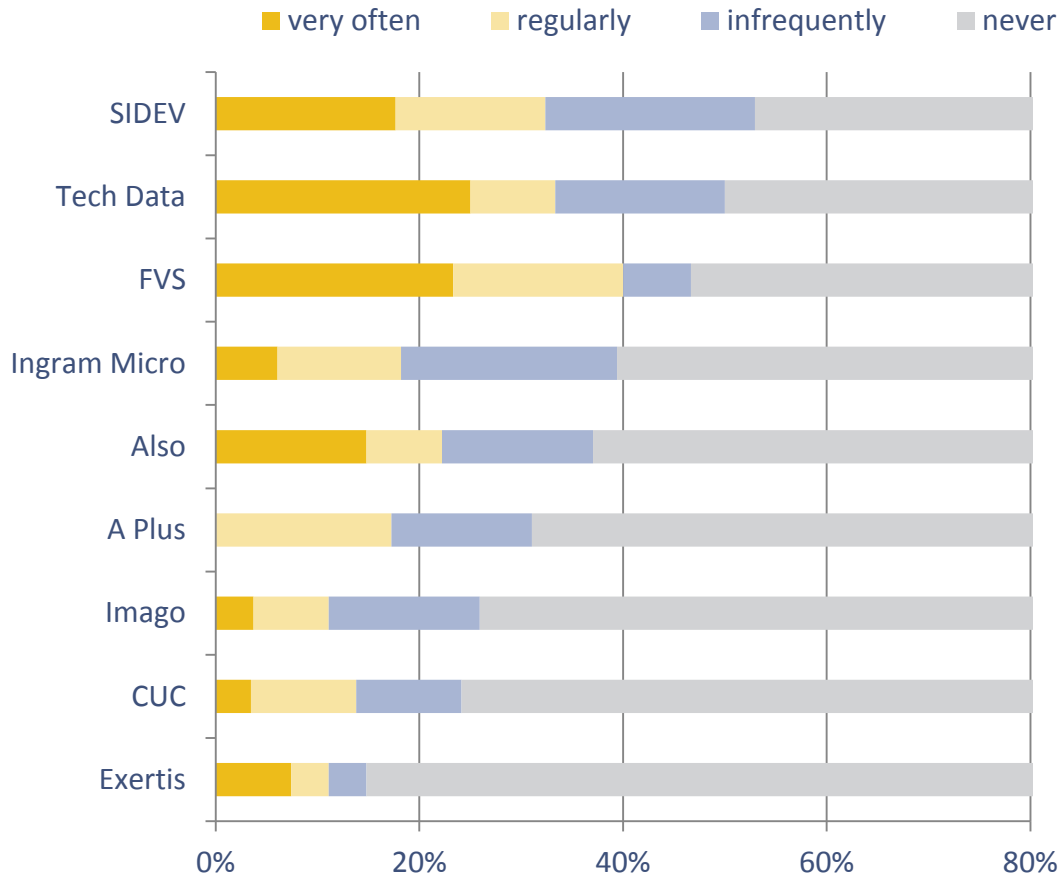


Fig. 4: DBCI France November/December 2015 “Ranking distributors”, n=28 (mean value)

- The three market leaders among the distributors in France are SIDEV, Tech Data and FVS. Between 45% and 55% of all polled companies work with these distributors.
- In many countries a local champion plays an important role in the market for distributors. In France it is SIDEV, in Germany Delo and in Switzerland MobilePro.
- In short succession follow the pan-European distributors Ingram Micro and Also. Between 35% and 40% 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.