

# Further research | The market is dominated by local champion Veracomp

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

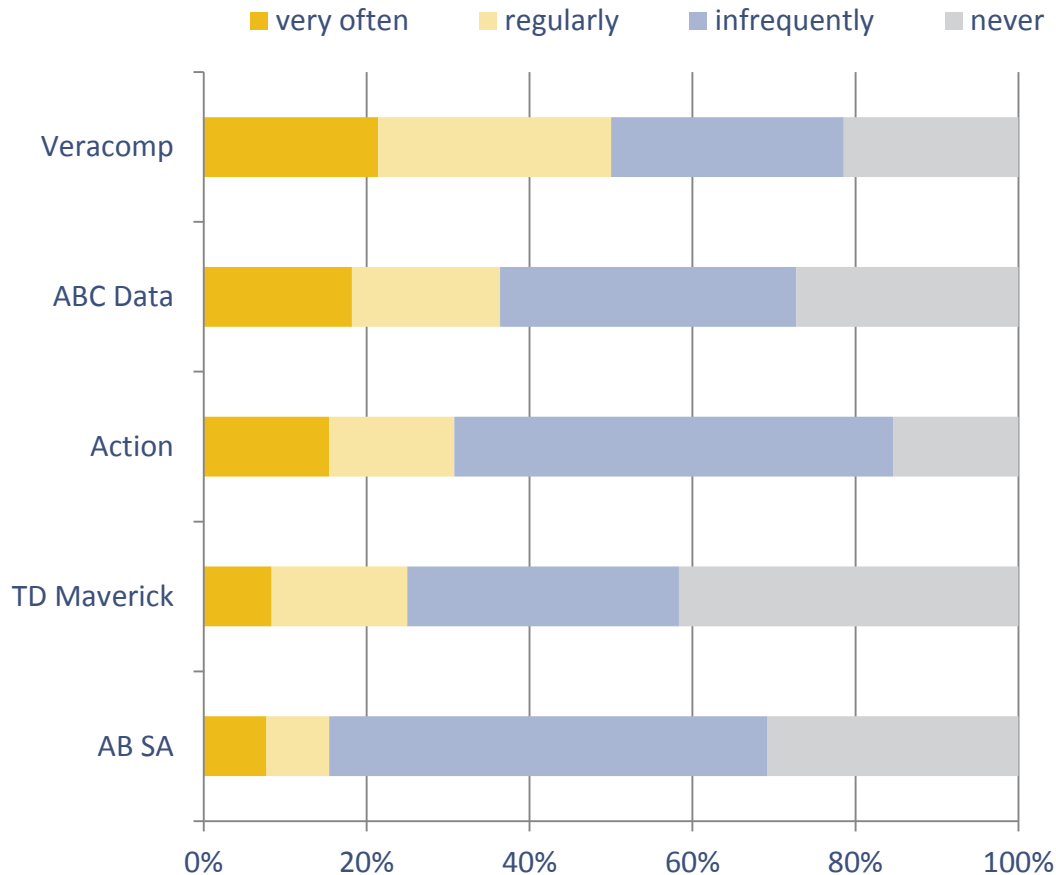


Fig. 4: DBCI Poland November/December 2015 “ranking distributors”, n=13 (mean value)

- The market leader among the distributors in Poland is Veracomp. Approximately half of all polled companies work with this distributor on a regular basis.
- In many other 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 other distributors ABC Data, Action, TD Maverick and AB SA. Between 20% 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.