

NEWSWATCH

DELL EXPANDS ITS VALUE-LINE LATITUDE SERIES

Based on a 486DX4/75 processor, **Del computer Corp's** Latitude 475C starts at an affordable US \$2,299. The Latitude 475C features a 9.5-inch passive -matrix color screen, a removable hard disk (available in 260MB, 340MB or 520MB capacities), and local-bus video—all built into an easy-to-carry 6-pound package. Each Latitude 475C also includes a center mounted 19-mm trackball pointing device and a Type III PCMCIA slot. Ifattery life is a top priority, one can switch the model's floppy disk drive with an additional nickel hybrid battery for some extended portable computing time. ◊

ACER IS RISING

Stan Shih, Chairman & CEO of The Acer Group announced that Acer would be top-five in '95. International Data Corporation, a Boston-based computer market-research firm, has listed Acer as world's 7th largest brand name PC supplier in 1994. In IDC's previous chart released in 1993, Acer's position was 14th. With a shipment record of 1.26 million PCs during 1994, Acer has acquired a growth rate of 102.7%. According to the IDC chart Acer's share of the world PC market rose to 2.6% from 1.6 percent a year earlier.

The IDC report also listed Acer as the 9th largest PC brand in the strategic U.S. market, an increase of 86% from the company's 12th place showing in 1993. Acer is also listed by IDE as the 8th largest server supplier and as the 10th largest portable-PC supplier of America. It may be mentioned that IDC's 1994 Year in review shows that Acer's share of the LAN server market grew 28% to 4.3%. Even in

the competitive notebook subbusiness, shipments increased by 55.6% to 112,000 units, providing Acer 1.5 percent of the world market.

Mr. Shih says that in today's marketplace, only the companies that can ensure fast delivery for leading-edge systems at competitive prices will survive. He also adds that Acer has strong momentum and they are striving to become a TOP-FIVE-PC brand. He says that right now they are seventh in terms of branded shipments, but with OEM shipments included Acer is already among the world's top-five supplier, with 2.2 million in 1994. He expresses this confidence that their broad range of component technologies and advanced business strategies will lead to an even stronger brand position for Acer in the year's ahead.

Acer has become the unmatched No.1 in Indonesian market share. Dataquest's *Asia-Pacific January 1995 PC Tracking Services* shows that Acer's market share in Indonesia has increased from 11.2% in 1993 to 15.2% in 1994. With estimated sales of 38,175 units, Acer was the largest PC Vendor in the country in 1994. Dataquest report also shows that total of 251,490 units were sold in Indonesia in 1994, an increase of 51.2% for the year. The projection for 1995 is 300,000 units, and revenue generated in 1994 is estimated at US\$434 million. ◊

Microsoft Takes in Wang

Microsoft Corp. and Wang Laboratories have resolved their patent fight. In addition, Microsoft is taking up to a 10 percent stake in Wang. The settlement seems to leave Microsoft the winner in the 21-month patent fight, with the software company acquiring US\$90 million of convertible preferred stock, which matures in the year 2003. The preferred stock represents 10 percent of Wang's common stock after conversion. ◊

Attention : Software Developers & Hardware Vendors

The work on 1st. phase of "Computer Jagat Data Bank" will start on June—July '95. To enlist the name of your organization/company please furnish the following informations (duly signed by authorised person) to the Project Director, **Computer Jagat Data Bank Project, 146/1, Azimpur Road, Dhaka-1205** as soon as possible.

- Name of the organization / company :
- Address :
Road :
Area :
City :
- Tel. :
- Fax :
- E-mail :
- Branch Office(s) :
- Type of Company :
Limited :
Partnership :
Sole Proprietorship :
others (please specify) :
- Year of establishment :
- Name of Proprietor/MD/Chairman/President :
- Name of Directors / Partners :
- Name of contact person :
- No. of employees :
Software professionals :
Hardware Specialist :
Training Specialist :
Others :
- Nature of Service (pt. tick/specify) :
Hardware Vending :
Software Development :
Training :
Data Entry :
Maintenance :
Computer related Consultancy :
- Name and address of major clients :
- Types of software developed :
- Type of hardware the firm deals with :
- Brand Name (s) /with name (s) of manufacturer :

Worldwide top 10 PC Brands : Unit Shipments in 1994

Rank 1994 ('93)	Brand	1994	Market	Change (%)
1(3)	Compaq	4,768,000	9.8	54.3
2(1)	IBM	4,030,000	8.3	4.7
3(2)	Apple	3,940,000	8.1	7.2
4(7)	Pack Bell	2,475,000	5.1	120.0
5(4)	NEC	1,774,000	3.7	18.1
6(5)	AST	1,315,000	2.7	10.9
7(14)	Acer	1,260,000	2.6	102.7

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