

Opportunities in Engineering/Technical Large Format Printing Study



May 2002

CAP ▼
CAP VENTURES

Methodology

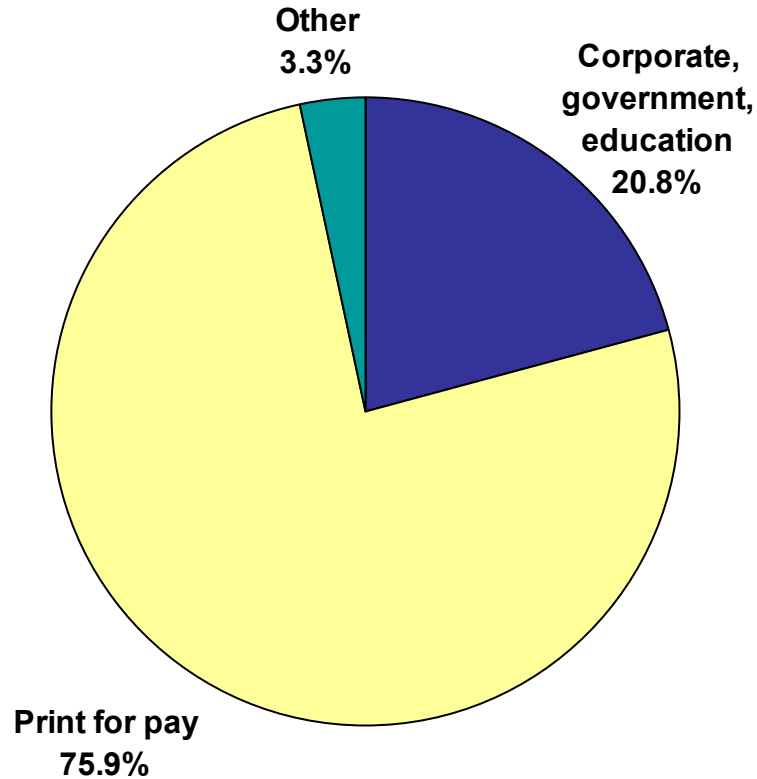
- ▼ Web-based survey with 336 users, 70 dealers
- ▼ Interviews conducted in May 2002
- ▼ Approximately 70 questions with various skips
- ▼ Respondents included corporate and print-for-pay end users in North America

Market Definition

- ▼ Large format = 24-inches wide and greater
- ▼ Digital printing processes include:
 - Inkjet
 - Laser/LED
 - CopyPress
 - Thermal Transfer
 - Electrostatic
 - Digital Photographic

Respondents by Type of User

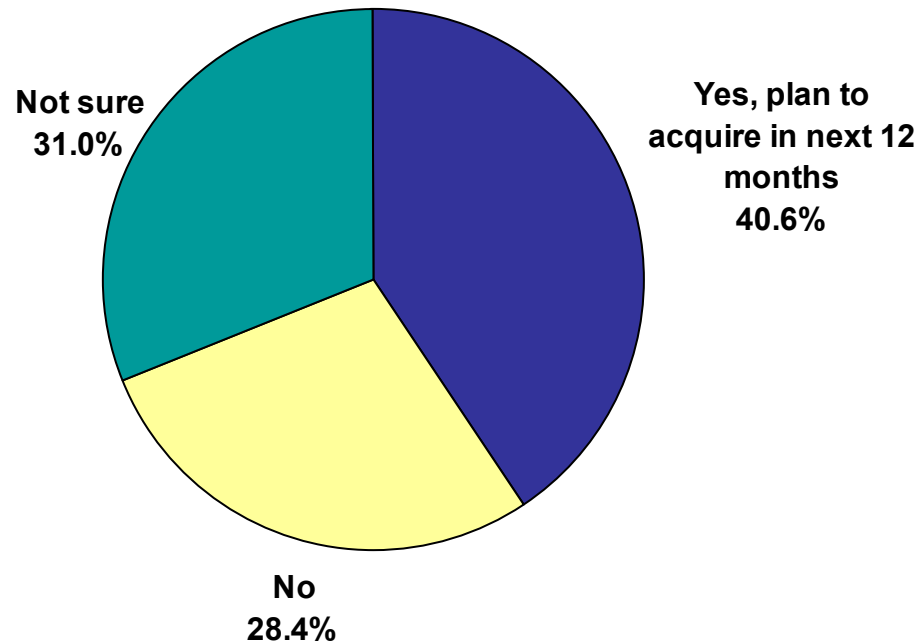
Which of the following categories best represents your company's primary business?



N = 336 companies with wide format printing equipment

Plans to Purchase/Lease Large Format Printer in Next 12 Months – Total

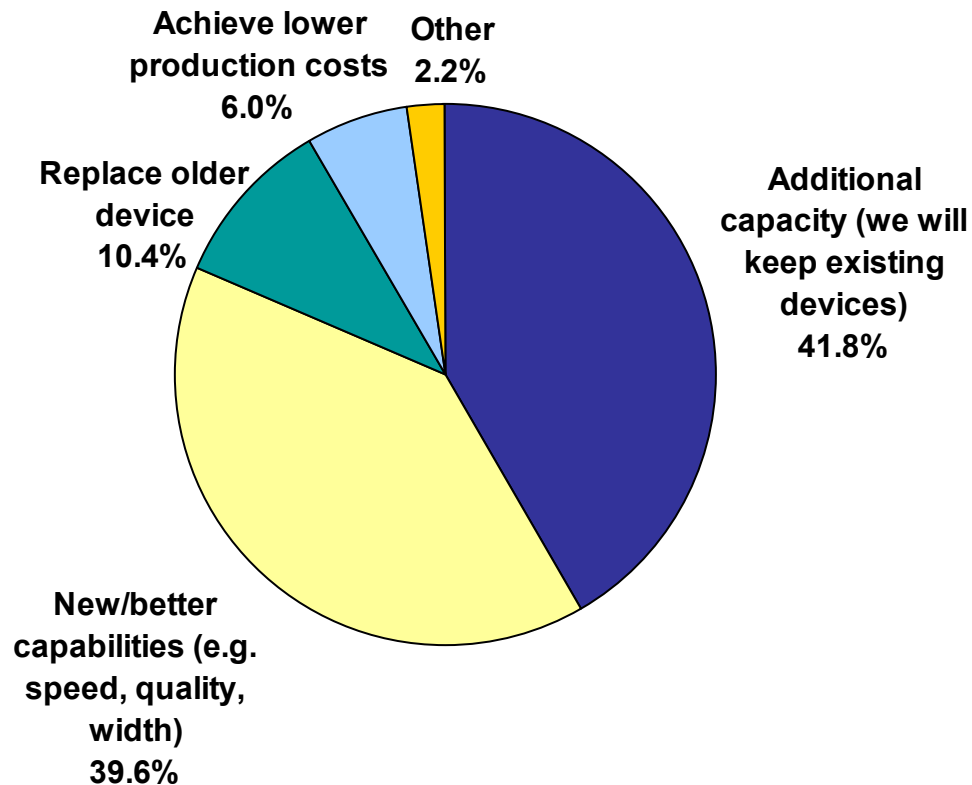
Do you plan to purchase or lease a new large format printer in the next 12 months?



N =335 companies

Primary Driver for Acquiring Large Format Printer – Total

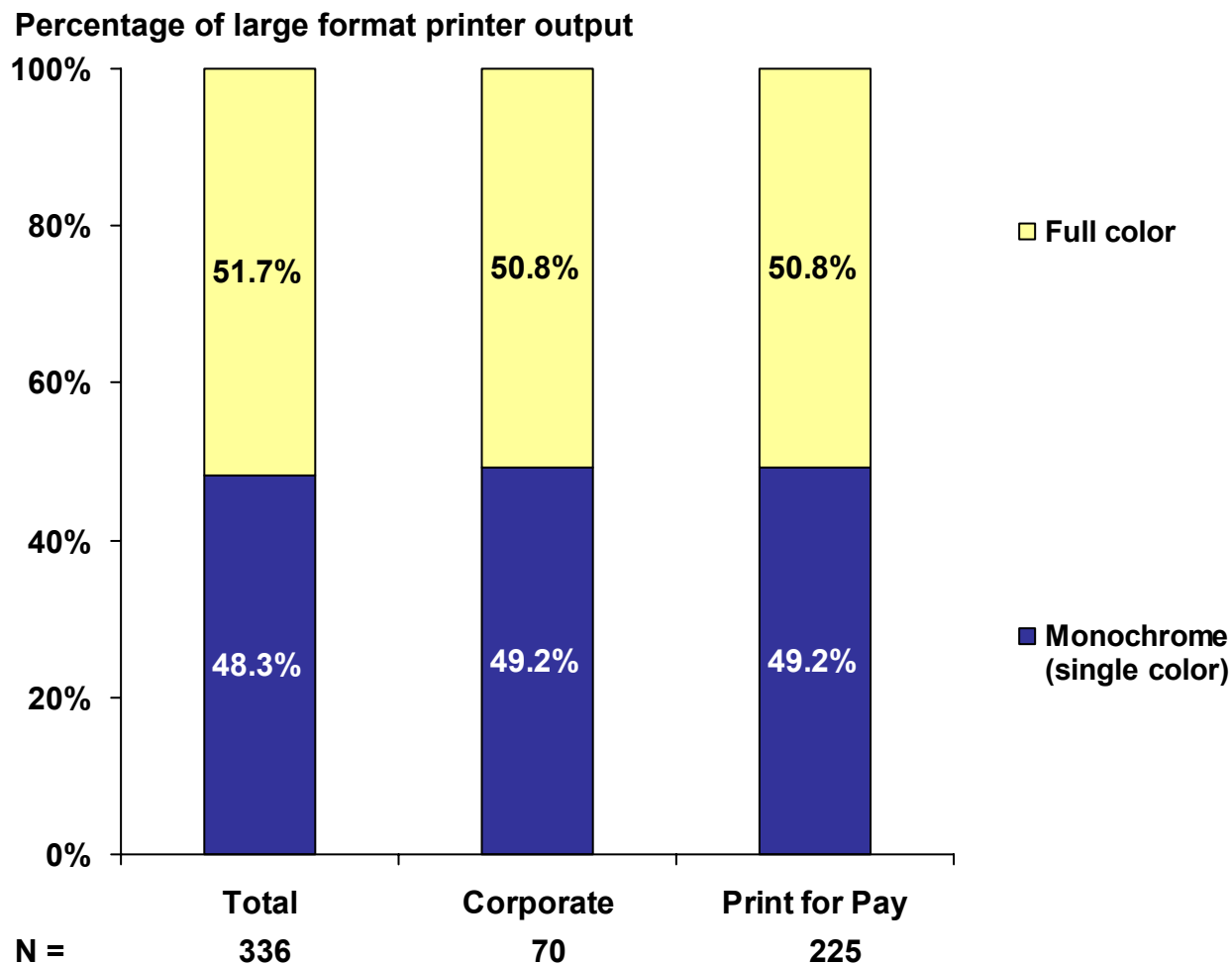
What is the primary driver for acquiring a new large format printer?



N =134 companies

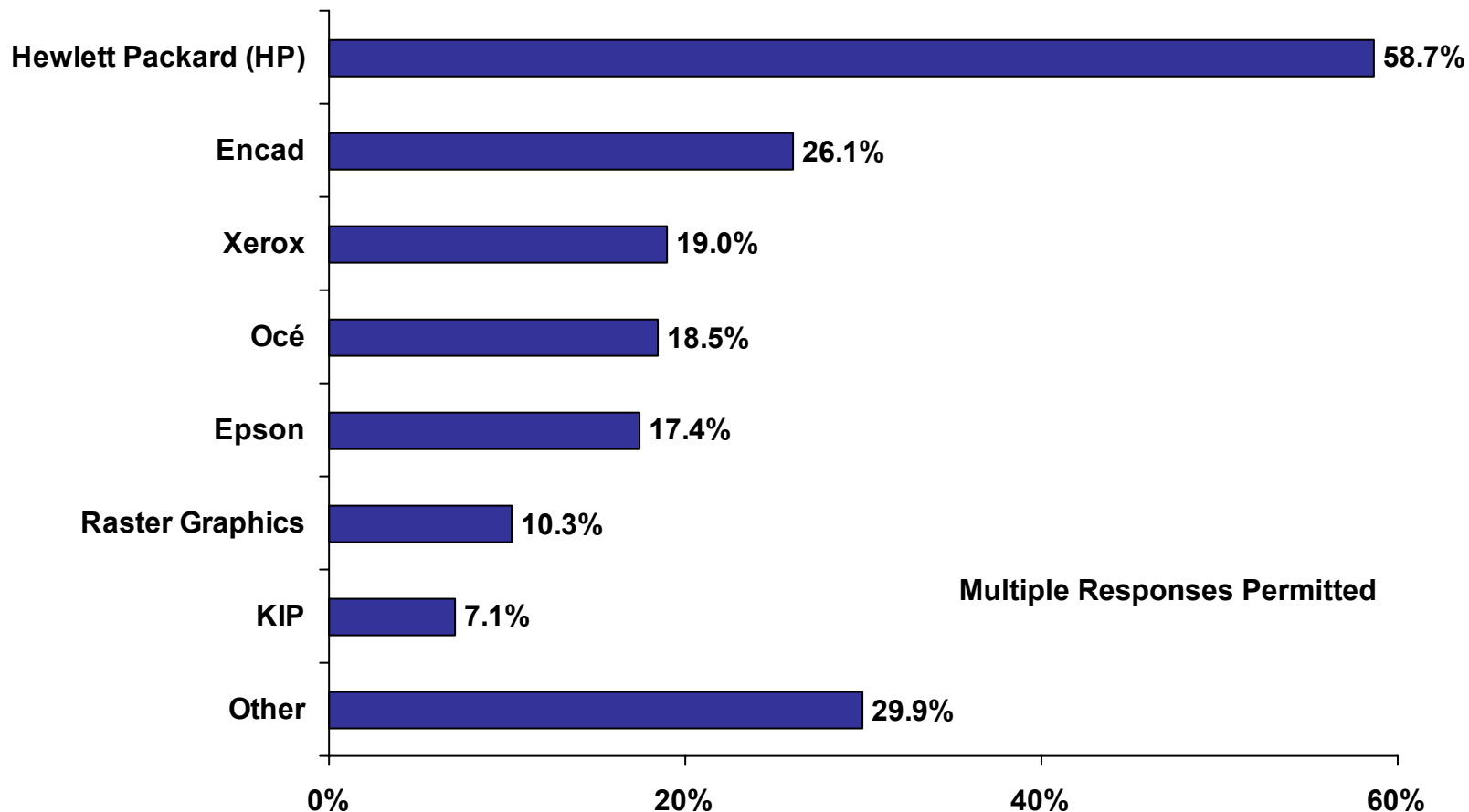
Percentage of Large Format Output by Color (Monochrome, Color)

What percentage of your wide format printer output volume is ...?



Large Format Printer Brand Share – Total

Which of the following brands of digital wide format printers do you have installed at your company? Exclude wide format copiers. (check all that apply)

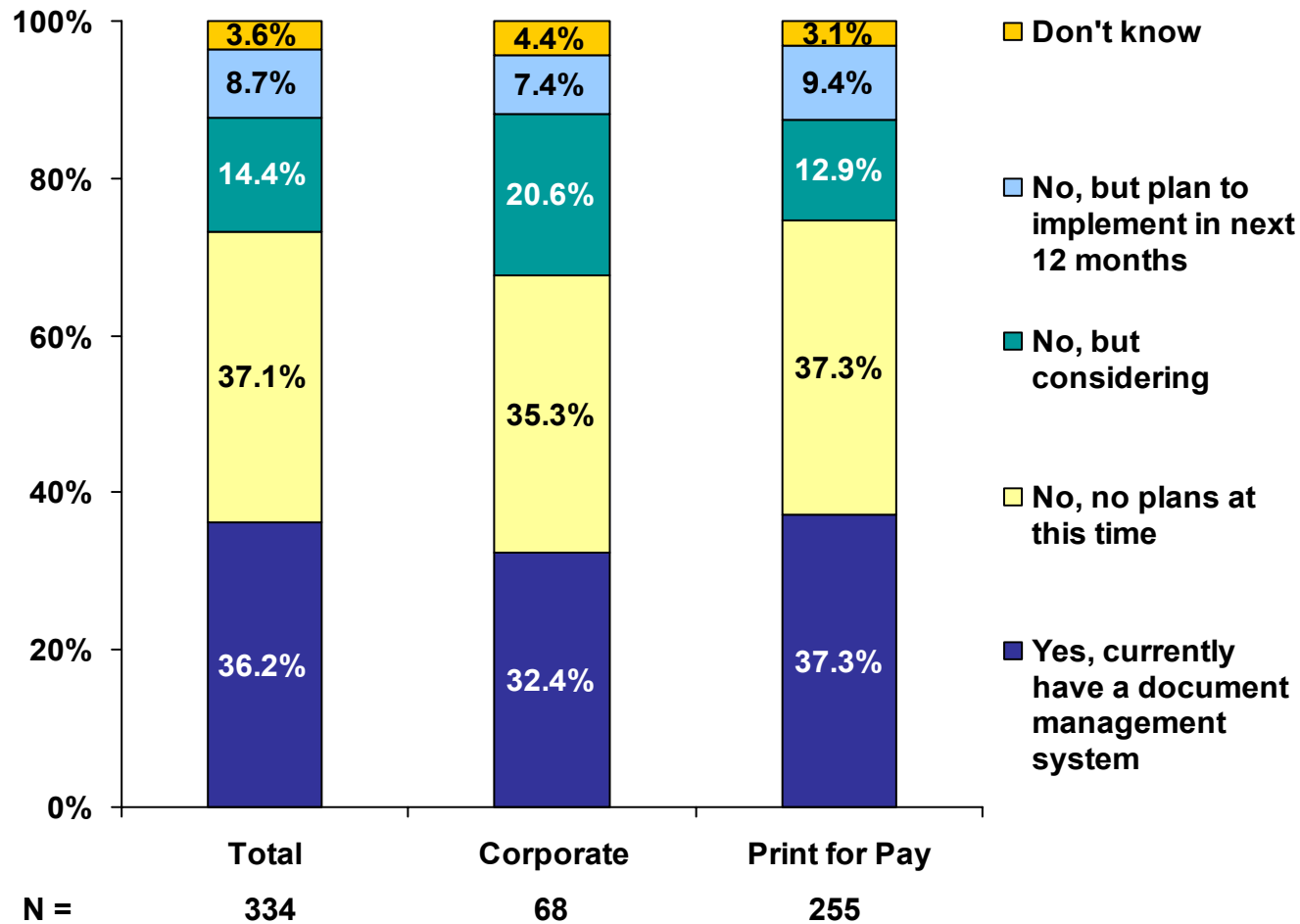


N = 184 companies

Companies with this brand of large format printer

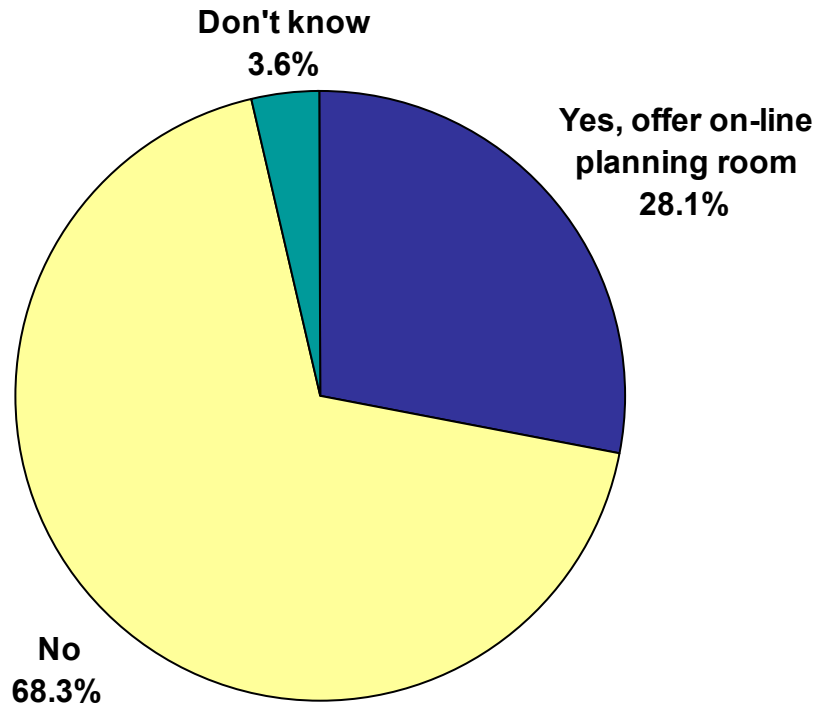
Use of Engineering Document Management Systems

Do you currently have a document or content management system for your CAD, GIS, engineering or other technical documents? By document management we mean a specific software application or platform to create, manage and/or distribute technical documents.



Offer On-Line Planning Room

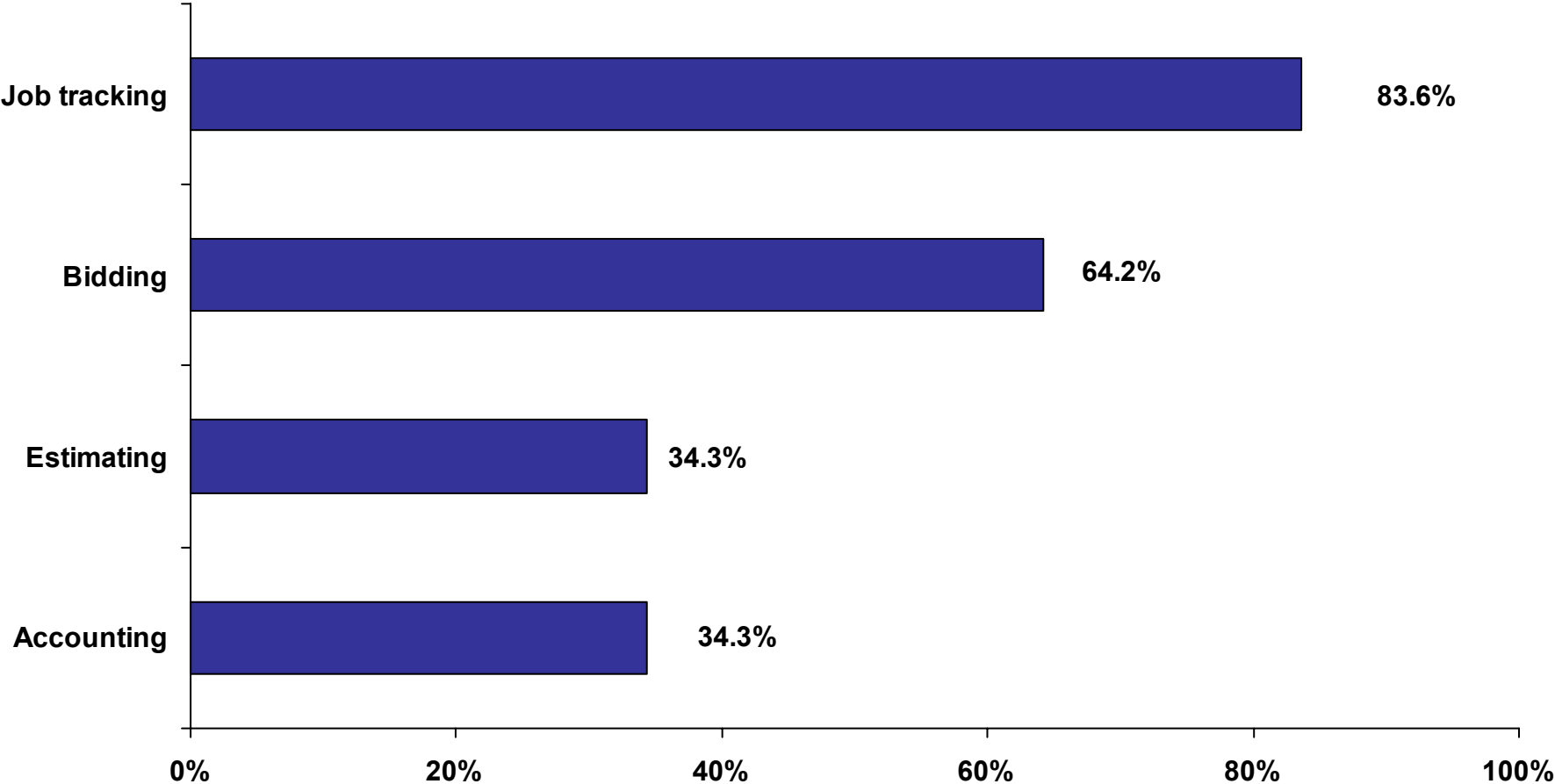
Do you offer an on-line planning room?



N =253 companies

Functions of On-Line Planning Room

Which of the following functions does your on-line planning room support?



N =67 companies

Companies with an on-line planning room

For Further Information On This Report

- ▼ The preceding is an excerpt from CAP Ventures' Research Report, ***The Opportunities in Engineering/Technical Large Format Printing Study***. To find out more about this study, please contact Scott Phinney at 781-871-9000 ext. 123 or scott_phinney@capv.com