



## A Harvard Business School Case

Sales and Distribution Strategy 6 4. Appendix 7 1. External Situation Analysis 1. Nine Market The projector market is segmented in 3 main areas with predicted growths according to the table 1 and figure 1 showing the video segment becoming a commodity, the data segment growing with 12. 3% and a strongly growing graphics market with 40. 2% predicted growth per annum over the next 5 years. A major characteristic of the market is its high velocity of innovation and the increasing demand for private and industrial customers for cutting edge technology.

The new generation of devices has just been brought to market with digital data projection and hand held remote control. According to Porters "Five Forces" BSP is focusing on: 1 . Searching for the best possible image (competitors) 2. Flexibility towards input (potential entrants) 3. Increasing user-friendliness (buyers) 4. All together building power against possible substitutes 5. A potential vulnerability was it's dependency on Sony tubes (supplier) 1. 2. Growth According to the table 2 and figure 2 as well as table 1 one sees that the video market is mature and only a marginal growth (0. %) can be expected, BSP market share growing slightly over the industries index, so BSP can expect to make some profits in his segment, though limiting R efforts. In the data segment we predict a considerable growth averaging 12. 3% and BSP growing with the industry maintaining its respectable market share. On the other hand BSP is expected to constantly lose about 10% market of share per annum where it is strongest, in the graphics segment, growing well below the industry index (25% vs., 40. 2% p. A. ).

This implies that new competitors are expected to enter the market with high class products and target BSP prime niche. The implication is that Baric is well advised to intensify R, marketing and sales efforts quickly in this segment. In order not to lose more ground than necessary it needs to build a consistent strategy in exploring new markets and technologies including a refined intelligence program in order not to be caught of guard by other (big) firms 1. 3. Competition According to tame 3, only 3 companies (Sony, Electronic Ana NECK) compete Walt Baric in the data segment, other big companies (Panasonic, GE, etc. Concentrate on the video and low-frequency scan segment and only Electrocute competes in the graphics segment up to now. With the more or less surprising announcement of the 1270 "superstar" Model from Sony the Barrio's "vision" of the market; asking premium prices for premium products for the premium segment was disturbed. Sony is clearly targeting both the data and graphics segment (even though the new projectors name may make believe otherwise). Worth mentioning is, that since 1985 Sony was the sole supplier of the tube Baric installed. . Internal Situation Analysis 2. 1 . The Company Brace Projection Systems (BSP), the second lar

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**G Orfield**



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