

Comments for: PC Sales Stabilizing, Mac...

[Fourthrail](#) 708 posts since

Mar 30, 2007

This thread has been automatically generated for: [PC Sales Stabilizing, Mac Leading The Charge: Report](#).

[miniframeuk](#) 1 posts since

Feb 13, 2009 1. **Re: Comments for: PC Sales Stabilizing, Mac Leading The Charge: Report** Jul 6, 2009 8:04 AM

Does this take into account falling PC shipments due to Multiseat software from SoftXpand, NComputing and BeTwin?

[Robert Williams](#) 659 posts since

Jul 23, 2007 2. **Re: Comments for: PC Sales Stabilizing, Mac Leading The Charge: Report** Jul 6, 2009 10:05 PM

This is kind of a surprise given how the media pours on how horrible the economy is and how no one can afford luxury items. However, I also find it interesting that out the same media's mouth they pump the propoganda Washington is promoting just like FDR that everything is ok and spend spend spend. Well, consumer spending will help rebuild the economy but runaway consumer spending is what got is where we are right now.

[DeanOwen](#) 1 posts since

Jul 7, 2009 3. **Re: Comments for: PC Sales Stabilizing, Mac Leading The Charge: Report** Jul 7, 2009 8:40 AM

The company I sell for carries both PC and MAC here in Central Alberta Canada. In the last year I have seen a great migration from PCs to MACs by consumers mostly but also for business users. The main reason? Dissatisfaction with Windows Vista! Whether the Vista problems are real or just rumoured, these recent converts are using it as their motivation to investigate and eventually purchase a MAC. Business users are implementing Boot Camp or VMWare Fusion in order to make use of their custom Windows based apps. This seems to work for most of them. In-house IT departments have an issue with MACs but a few are open minded enough to at least look at them and incorporate them into the enterprise IT environment.

Comments for: PC Sales Stabilizing, Mac...

[Robert Williams](#) 659 posts since

Jul 23, 2007 4. **Re: Comments for: PC Sales Stabilizing, Mac Leading The Charge: Report** Jul 7, 2009 8:51 AM

in response to: [DeanOwen](#)

If a Mac (versus the alleged hated Vista) does what they want, then more power to them.

My issue is the cost per computer for Mac is considerably higher than the PC and the availability for apps isn't there for Mac as it is for PCs. However, if all you're doing is working in Word, Excel, checking e-mail, and working with a web application, then any computing device (provided it is compliant*) is sufficient.

* Compliant meaning that you don't have to convert an Open Office document to a Word document, for example.

[Friend of the channel](#) 38 posts since

Feb 23, 2009 5. **Re: Comments for: PC Sales Stabilizing, Mac Leading The Charge: Report** Jul 7, 2009 6:24 PM

in response to: [Robert Williams](#)

Actually, despite the bad economy, business has to go on. A lot of companies are coming towards the end of their 3- to 4-year PC refresh cycles, and while they may try to extend the life of some systems, they gotta buy others. A lot of VARs tell me that customers are getting ready to spend again. Maybe not in the amount they spent in the past, and maybe not as quickly as in the past, but there are needs that have to be met. Still, assuming PC (and server and storage) sales start picking up, margins will be low for the vendor and VAR. Best be prepared to bring new services to customers that can help them decrease the time to ROI and help them reuse or repurpose some existing products.

Joe Kovar

CRN