SMBs: Tablets and Laptops

Market Brief Second Quarter, 2012





SMBs: Tablets and Laptops

A Market Brief

Published Second Quarter, 2012 Version 1.0 Report Number: 2Q2012-04

*iG*R 12400 W. Hwy 71 Suite 350 PMB 341 Austin TX 78738

Table of Contents

Abstract	1
Executive Summary	3
Figure A: Devices Supplied for Employee Work Use – Laptops & Tablets	
Methodology	5
Defining SMBs	
Table 1: Employee Size of Surveyed Companies	
Segmentation based on government data	
Figure 1: Employee Size of <i>iG</i> R's Surveyed Companies	
Respondent Company "Firmographics"	
Table 2: Role / Title of Respondents	
Figure 2: Role / Title of Respondents	
Table 3: Industries of Surveyed Companies	
Figure 3: Industries of Surveyed Companies	
Table 4: SMB Revenue	
Figure 4: SMB Revenue	
Role of the IT Department	
Table 5: IT Department's Role in Your Company	
Figure 5: IT Department's Role in Your Company	
Figure 6: IT Department's Role, Indexed	
SMB: Laptops	1.0
Laptop Management	
Laptops Currently in Use	
Figure 7: Devices Supplied for Employee Work Use – Laptops	
Figure 8: SMB Provided Laptops: Percent of Workforce Using Devices	
Figure 9: SMB Provided Laptops by Employee Type	
Laptops Planning to Buy	
Figure 10: SMB Plans to Purchase Laptops in 2012	
Figure 11: SMB Plans to Purchase Laptops in 2012 vs. 2011	
Figure 12: SMB Brand of Laptops Planning to Purchase in 2012	
Figure 13: SMB Reasons for Purchasing Laptops in 2012	
SMB: Tablets	20
Tablet Management	_
Tablets Currently in Use	
Figure 14: Devices Supplied for Employee Work Use – Tablets	
Figure 15: OS in Use on SMB Corporate Tablets	
Figure 16: SMB Provided Tablets: Percent of Workforce Using Devices	
Figure 17: SMB Provided Tablets by Employee Type	
Tablets Planning to Buy	
Figure 18: SMB Plans to Purchase Tablets in 2012	24

Quoting information from an *i*GillottResearch publication: external — any *i*GillottResearch information that is to be used in press releases, sales presentations, marketing materials, advertising, or promotional materials requires prior written approval from *i*GillottResearch. *i*GillottResearch reserves the right to deny approval of external usage for any reason. Internal-quoting individual sentences and paragraphs for use in your company's internal communications activities does not require permission from *i*GillottResearch. The use of large portions or the reproduction of any *i*GillottResearch document in its entirety does require prior written approval and may have some financial implications.

Copyright © 2012 *i*GillottResearch, Inc. Reproduction is forbidden unless authorized.

Figure 19: SMB Brand of Tablets Planning to Purchase in 2012	25
Impact of Tablets on Laptops	
Figure 20: SMB Reasons for Purchasing Tablets in 2012	
Figure 21: SMB Effect of 2012 Tablet Purchases on 2012 Laptop Purchases	
Summary	28
Definitions	
General	
Device Types	29
Services	
Network Technology	31
About <i>i</i> GR	35
Disclaimer	

FOR INFORMATION PLEASE CONTACT IAIN GILLOTT (512) 263-5682.

Abstract

Many of us could not fathom completing work tasks without a computer, smartphone, or Internet access. Today's business world runs on technology and the efficiencies and expediencies electronic devices and infrastructure provide.

U.S. small and medium businesses (SMBs) employ a variety of devices and technologies to meet their needs. After surveying approximately 400 SMB employees, *iG*R found that laptops and netbooks are the most commonly reported mobile device type in use, followed by smartphones. This is perhaps unsurprising, as laptops have been a fixture in modern business for some time. However, one of the most recent devices to enter the enterprise market is tablets. *iG*R defines a tablet computer as a mobile/portable device running a mobile (smartphone) operating system (OS), with a 7 inch or greater (measured on the diagonal) touch screen, that encourages mobile data consumption.

As tablets are a relatively new player in the business device sphere, but appear to be growing due to their ease of use (i.e., touch based interface design, mobile OS), and portability, *iG*R sought to examine tablet uptake in SMBs, along with the use of laptops. The following report addresses such topics.

Key questions addressed:

- What is a SMB in the U.S.?
- What role does the IT department in a SMB have in terms of device management?
- How many SMBs currently use laptops?
- How many SMB employees and which types of employees, are using laptops?
- Do SMBs plan to purchase laptops in 2012? If so, why?
- How many SMBs currently use tablet devices?
- What tablet operating systems (OSes) are in use across SMBs?
- How many SMB employees and which types of employees, are using tablets?
- Do SMBs plan to purchase tablets in 2012? If so, why?
- What impact, if any, are tablets having on laptops in SMBs?

Who should read this report?

Mobile operators, particularly those serving U.S. small business markets



- Device OEMs, particularly those serving U.S. small business markets
- Content providers and distributors, particularly those focused on SMBs
- Financial analysts and investors.

