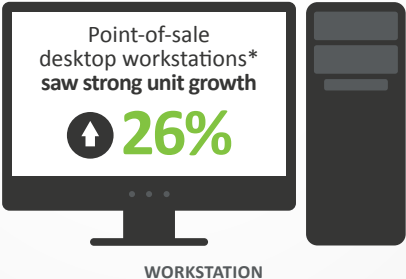


# U.S. B2B Indirect Hardware Market Growth

In 2017, the U.S. B2B indirect hardware market grew 4% compared to 2016, from \$55 billion to \$57 billion. The increase outpaced annual U.S. GDP growth and shows the hardware market's strength in the B2B channel, driven by segments such as PCs and networking devices. **See what we see . . .**

## PC MARKET

**↑ 11%** YOY in unit shipments in 2017

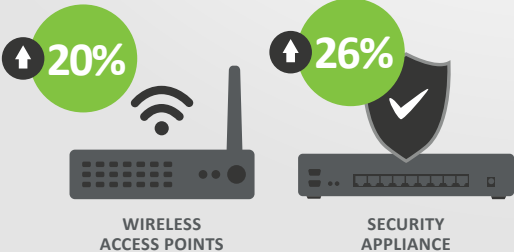


Workstation sales were primarily driven by:

- Firms expanding their data-mining practices
- Growth of medical imaging, tied to aging U.S. population
- Graphic needs in the media and entertainment

## NETWORKING MARKET

Wireless access points and security appliances were growth engines for the overall category



The switching segment saw strong unit growth in 10GbE and 40GbE



Keys to growth in the year ahead will be technologies that . . .

- Enhance the customer/partner experience
- Drive productivity improvements
- Protect critical infrastructure
- Allow channel partners to layer on higher-margin services

\*Includes built-to-order and non-built-to-order

Source: The NPD Group/Distributor Track® and Commercial Reseller Tracking Service

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