

Consumer Technical Support Services

By Kurt Scherf, Vice President and Principal Analyst

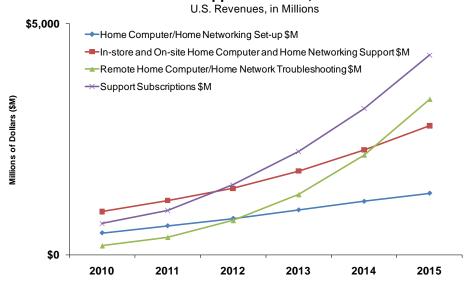
2Q 2011

Synopsis

This report analyzes how various vendors are creating technical support offerings for U.S. and global consumers. It provides an overview of the key services being offered and discusses the role of support businesses in the context of revenue and new service category creation. It also provides primary consumer data and includes forecasts for different categories of premium technical support services through 2015.

Consumer Tech Support Services, Annual Revenue

Consumer Tech Support Services, Annual Revenue



Source: Consumer Technical Support Services © 2011 Parks Associates

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"A growing base of consumers is acknowledging they lack the time or expertise to manage home electronics products and services," said Kurt Scherf, vice president, principal analyst, Parks Associates. "There is growing demand for professional technical support services to assist consumers in reducing the complexity in their digital lifestyles."

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Users of Tech Support Services

Frequency of Home Computer Problems

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Using Professional Support for Computer-related Problems

Likelihood of Using Professional Services for Future Computer Problems

Likely to Use Professional Tech Support: Have Experienced Problem

Willingness to Pay for In-home Computer Support

Willingness to Pay for In-store Computer Support

Willingness to Pay for Remote Computer Support

Consumer Electronics Purchase Intentions: 2008-2010

Consumer Electronics Purchases: Previous 12 Months

Extended Warranties Purchased with Consumer Electronics

HDTVs and Home Theater Systems: Support Features Purchased

HDTV Installation Services: Major Retailers

Home Theater Installation Services: Major Retailers

Computer Support Features: Offered and Purchased

Likely to Purchase Support Features with Computer

Likely to Purchase Support Features with Computer

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Computer Troubleshooting Services

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Home Network Set-up Services

Broadband Service Providers Contacted for Tech Support

Notable U.S. Broadband Premium Tech Support Services

Notable Canadian Broadband Premium Tech Support Services

Notable European Broadband Premium Tech Support Services

Key Assumptions: New Computer and Home Networking Set-up

Revenue Growth: New Home Computer and Home Networking Set-up Key Assumptions: In-store and On-site Home Computer and Home

Networking Support

Revenue Growth: In-store and On-site Home Computer and Home

Networking Support

Key Assumptions: Remote Home Computer/Home Network Troubleshooting Revenue Growth: Remote Home Computer/Home Network Troubleshooting

Key Assumptions: Premium Technical Support Subscriptions

Revenue Growth: Premium Technical Support Subscriptions

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Annual Revenues: Consumer Technical Support Services Customer Support Lifecycle

Attributes

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