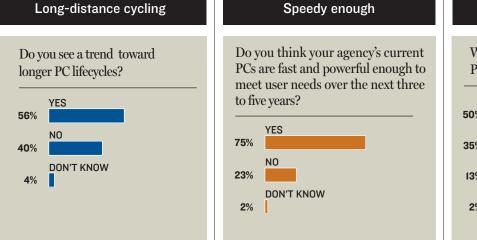


## What factors does your agency consider when deciding to buy or replace PCs? NEED TO ACCOMMODATE NEW, HIGH-POWERED APPLICATIONS 48% **CPU CLOCK SPEED** 40% AMOUNT OF RAM 37% HARD DRIVE SIZE 35% **BUS SPEED** 26% MONITOR SIZE 20% **BRAND NAME** 18% SPEED OF CD-ROM DRIVE 18% AMOUNT OF VIDEO CARD MEMORY 16% **OTHER** 25% Warranty Cost/bang for buck **Budget constraints**

New apps drive needs





The GCN Reader Survey is intended to provide data on trends and product preferences. This survey on desktop PC replacement cycles is based on a telephone survey of IOO federal readers who on their subscription forms identified themselves as managers.