

**An Analysis of Issues Affecting the Establishment of
Computer Companies from Developing Nations
in the World Computer Market**

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Abstract

As they are with many other products, Developing Nations are attempting to enter the software industry in competition with more established producers of both customized and ****off-the-shelf**** software. The reasons are obvious: the producers see it as a way to obtain much needed foreign exchange for their own development, while the consumers of software see it as a way to reduce the mounting software costs. Researchers have proposed policies and guidelines to maximize the likelihood that Third World Nations pursuing this line succeed. This paper examines and evaluates some of the policies and guidelines in the literature and in practice.

Keywords: Developing Nations, Computer Market.