

India IT Hardware - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2025 - 2030)

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Report description:

The India IT Hardware Market size is estimated at USD 21.17 billion in 2025, and is expected to reach USD 29.84 billion by 2030, at a CAGR of 7.1% during the forecast period (2025-2030).

Rapid growth in laptop demand drives hybrid work adoption: The India IT Hardware Market is experiencing a significant surge in laptop demand, primarily driven by the widespread adoption of hybrid work policies. Organizations across India have rapidly implemented remote work practices, necessitating substantial investments in computer hardware. Major tech companies like Infosys and Wipro have reported a notable increase in remote workers, fueling sales across various laptop segments. This shift toward hybrid work arrangements is expected to persist, maintaining steady demand for reliable and portable computing devices.

Key Highlights

- Digital India & Make in India Initiatives: The 'Digital India' and 'Make in India' initiatives have been instrumental in propelling the IT hardware sector's growth, especially laptops.
- Educational Shift: Educational institutions have embraced online learning systems, resulting in increased laptop demand among both educators and students.
- E-commerce Surge: Platforms like Amazon, Flipkart, and Reliance Digital have significantly boosted laptop sales through competitive pricing and easy accessibility.
- Accessory Market: The rise in laptop sales has coincided with higher demand for peripherals and accessories, supporting the development of efficient home office setups.
- Technology integration drives efficient computing systems: High demand for technology integration and efficient computing systems is reshaping the Indian IT hardware landscape. Businesses across various sectors are adopting Industry 4.0 technologies, such as IoT, automation, and data analytics, which require powerful computing infrastructure. This trend is particularly evident in

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sectors like manufacturing, healthcare, retail, and startups.

- Smart City Project: The Indian government's Smart City project is driving demand for integrated technology solutions and efficient computer systems.
- Telemedicine Growth: Telemedicine and digital health services have surged, requiring robust IT hardware infrastructure to handle the increased demand.
- Data Center Expansion: Providers like Microsoft Azure, Google Cloud, and Amazon Web Services are expanding their presence in India, investing heavily in IT hardware.
- AI & ML Adoption: The adoption of AI and machine learning technologies across industries is creating demand for high-performance computing hardware, including GPUs and accelerators.
- Public sector digitization accelerates IT hardware adoption: The increasing digitization of India's public sector is a significant driver of the IT hardware market. The government's ambitious "Digital India" program, including the Aadhaar digital identity system, e-governance initiatives, and digital literacy campaigns, has amplified demand for IT infrastructure.
- E-Governance Impact: National e-governance plans and state-specific government projects have led to increased demand for servers, networking hardware, and secure IT hardware.
- Digital Payments: Digital payment systems like UPI have grown in popularity, driving the need for secure payment gateways and POS devices.
- Public Distribution System: The digitization of the public distribution system has created demand for back-end servers, biometric devices, and point-of-sale terminals.
- Judicial System Transformation: The Indian judiciary's shift toward digital courts has increased demand for robust IT infrastructure, including servers and video conferencing tools.
- Market challenges and future outlook: The market faces challenges, particularly concerning e-waste management. As technology evolves rapidly, the lifespan of IT hardware devices shortens, resulting in higher e-waste volumes, which is becoming a growing concern for the industry and policymakers.

Looking ahead, several factors will drive continued growth in the Indian IT hardware market:

Key Highlights

- 5G & Edge Computing: The expansion of 5G networks and edge computing is expected to fuel demand for specialized hardware.
- Sustainability Focus: Increased focus on sustainability is leading to the development of energy-efficient hardware and eco-friendly certifications.
- Emerging Technologies: The rise of VR, AR, and the metaverse will require advanced hardware solutions to support new experiences.
- Government Investments: Continued government initiatives in digital infrastructure will sustain market growth.

India IT Hardware Market Trends

PC and Workstations to Hold Significant Market Share

- PC and Workstations Segment: Largest Market Share: The PC and Workstations segment commands the largest share of the India IT Hardware Market, accounting for 71.40% of the market in 2022. Valued at USD 12.43 billion in 2022, this segment is projected to reach USD 17.11 billion by 2028, with a CAGR of 5.62% during the forecast period (2023-2028).
- Government-Driven Growth: Government-driven education projects and procurement of upgraded PCs have fueled demand, with government enterprise PC purchases significantly boosting demand in 2022.
- Technological Advancements: Companies like HP are introducing AI-enabled PCs, with innovative models set to enter the market

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by 2024, allowing advanced functionalities such as AI-powered data analysis.

- **Product Diversification:** Dell launched a new product portfolio in April 2023, including Latitude Notebooks and Precision Mobile Workstations, targeting various market segments and price points.
- **Enterprise Networking Hardware: Fastest Growing Segment:** Valued at USD 1.43 billion in 2022, the Enterprise Networking Hardware segment is projected to reach USD 2.49 billion by 2028, registering a CAGR of 10.12%.
- **Technological Drivers:** The increasing complexity of hybrid cloud environments is driving demand for secure and seamless networking solutions.
- **Product Innovation:** NETGEAR launched a 10G/Multi-Gigabit Dual WAN Pro Router in 2023 to meet the high-performance needs of businesses, offering solutions for advanced networking requirements.
- **Local Manufacturing Initiatives:** Companies like Ciena and Flex are partnering to manufacture routing and switching products in India, aligning with the 'Make in India' initiative.

North India to Witness Major Growth

- **North India: Fastest Growing Regional Segment:** North India is emerging as the fastest-growing regional market, with a valuation of USD 5.30 billion in 2022, projected to reach USD 8.30 billion by 2028, at a CAGR of 7.92%.
- **Industrial Hub:** Haryana, with hubs like Gurugram and Manesar, has become a center for IT equipment production and assembly, offering advanced infrastructure and strategic location advantages.
- **Corporate Presence:** Major IT companies like HCL and HP have strong operations in the region, driving local demand and supply of IT hardware.
- **Educational Ecosystem:** North India's educational institutions and vocational schools provide a qualified IT workforce, contributing to regional growth.

India IT Hardware Market Overview

Global and Local Players Dominate Fragmented Market: The India IT Hardware Market is fragmented, with global players like HP Inc., Dell Technologies, and Cisco competing alongside local manufacturers. This mix of players fosters competition and innovation, contributing to market growth.

Market Leaders Leverage Innovation: Global players like HP and Dell maintain their competitive edge through continuous innovation and product diversification, particularly in the PC and workstation segments.

Strategic Partnerships: Partnerships, such as Intel's collaboration with VVDN Technologies for device manufacturing, are key to maintaining leadership in the IT hardware market.

Emerging Technologies: Leaders in networking hardware like Cisco are focusing on 5G-ready solutions, positioning themselves at the forefront of the growing demand for advanced IT infrastructure.

Factors for Future Success: To succeed, companies must focus on developing energy-efficient, innovative products aligned with emerging technologies like AI, IoT, and 5G. Expanding local manufacturing, adhering to sustainability practices, and forming strategic partnerships will be key to capturing market share and responding to the evolving needs of key sectors like BFSI and e-commerce.

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- The market estimate (ME) sheet in Excel format
- 3 months of analyst support

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