

# Competitive Intelligence: Miro Visual Collaboration Market Positioning

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# Executive Summary: Visual Collaboration

## Competitive Landscape

Miro dominates the visual collaboration market but faces intense competition from design tool expansions and specialized workshop platforms targeting specific enterprise use cases.

Competitor	Market Position	Threat Level	Key Differentiator	Target Segment
<b>Figma</b> <b>FigJam</b>	Design Tool Expansion	<b>HIGH</b>	Figma ecosystem integration, design workflow	Design teams, product organizations
<b>Mural</b>	Enterprise Workshop Focus	<b>HIGH</b>	Workshop facilitation, consulting services	Enterprise consultants, facilitators
<b>Lucidspark</b>	Lucidchart Ecosystem	<b>MEDIUM</b>	Diagramming integration, template library	Business teams, process mapping
<b>Microsoft Whiteboard</b>	Microsoft 365 Integration	<b>MEDIUM</b>	Microsoft ecosystem, enterprise security	Microsoft 365 enterprises

# 1. Figma FigJam (**HIGH THREAT** in design segment)

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Strengths	Weaknesses	Opportunities	Threats
<ul style="list-style-type: none"><li>• Strong design community</li><li>• Seamless Figma integration</li><li>• Modern UI/UX</li><li>• Design-focused features</li><li>• Strong brand recognition</li></ul>	<ul style="list-style-type: none"><li>• Limited beyond design use cases</li><li>• Smaller template library</li><li>• Less enterprise features</li><li>• Weaker workshop capabilities</li><li>• Limited international presence</li></ul>	<ul style="list-style-type: none"><li>• Design team expansion</li><li>• Product organization growth</li><li>• Startup adoption</li><li>• Design-thinking workshops</li></ul>	<ul style="list-style-type: none"><li>• Miro's broader use case coverage</li><li>• Superior enterprise features</li><li>• Larger template ecosystem</li><li>• Better workshop facilitation</li></ul>

## 2. Mural (**HIGH THREAT** in enterprise consulting)

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Strengths	Weaknesses	Opportunities	Threats
<ul style="list-style-type: none"><li>• Strong workshop facilitation</li><li>• Consulting partnerships</li><li>• Enterprise security features</li><li>• Facilitator training programs</li><li>• Template methodology</li></ul>	<ul style="list-style-type: none"><li>• Limited design capabilities</li><li>• Smaller user base</li><li>• Less developer-friendly</li><li>• Weaker free tier</li><li>• Slower innovation pace</li></ul>	<ul style="list-style-type: none"><li>• Enterprise digital transformation</li><li>• Consulting partnerships</li><li>• Facilitator community</li><li>• Methodology-driven workshops</li></ul>	<ul style="list-style-type: none"><li>• Miro's broader platform vision</li><li>• Better design integration</li><li>• Larger community</li><li>• More flexible pricing</li></ul>

# Technical Capability Comparison

Feature	Miro	FigJam	Mural	Competitive Advantage
<b>Infinite Canvas</b>	Excellent	Good	Good	Miro performance advantage
<b>Design Integration</b>	Good	Excellent	Basic	FigJam ecosystem strength
<b>Workshop Facilitation</b>	Excellent	Basic	Excellent	Miro/Mural parity
<b>Enterprise Security</b>	Excellent	Good	Excellent	Miro/Mural enterprise focus
<b>Template Library</b>	Excellent	Good	Good	Miro content advantage

# Market Share & Customer Segmentation

Segment	Miro Share	FigJam Share	Mural Share	Growth Trend
Design Teams	35%	45%	8%	FigJam +12% YoY
Enterprise Consulting	38%	12%	35%	Mural +8% YoY
Product Management	42%	28%	15%	Miro +9% YoY
Education & Training	48%	18%	22%	Miro +11% YoY

## Strategic Competitive Recommendations

Priority	Competitive Action	Target Competitor	Expected Impact
HIGH	Enhance design integration capabilities	FigJam	+25% design team win rate
HIGH	Develop advanced workshop facilitation features	Mural	+30% consulting partnership growth
MEDIUM	Expand enterprise security and	Microsoft Whiteboard	+20% enterprise deal size

	compliance		
<b>MEDIUM</b>	Accelerate platform ecosystem development	All competitors	+35% platform lock-in