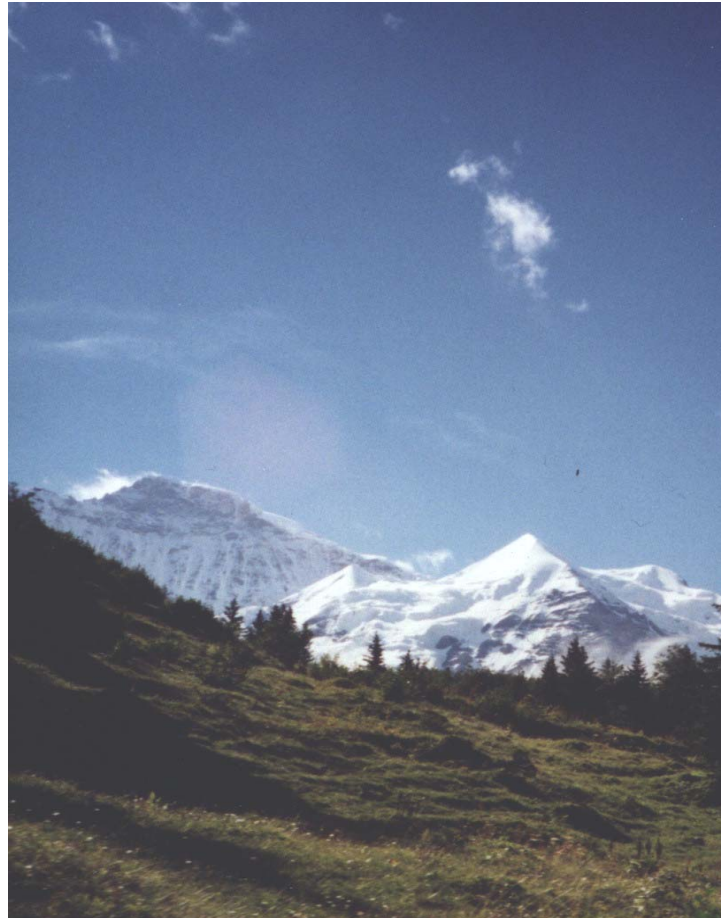


**Chile- SIP Enabled Servers and IP PBX Market Shares,  
Strategies, and Forecasts, 2008 to 2014**

**SIP Enabled Infrastructure Implements VoIP in Chile**



*Picture by Susie Eustis*

**MOUNTAINS OF OPPORTUNITY**

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## **CHECK OUT THESE KEY TOPICS**

**ENTERPRISE VOICE SYSTEMS**  
**BANKING CUSTOMER SERVICE CONNECTION**  
**IP PBX CHILE**  
**SESSION INITIATION PROTOCOL**  
**SIP MARKET SHARES CHILE**  
**SIP Market Forecasts Chile**  
**Leveraging Opportunity For Up Selling**  
**SIP IP PBX Server Products**

**SIP Application Server**  
**Automated Attendant**  
**Call Service Controller**  
**Instant Messaging (IM)**  
**Voice**  
**Video**  
**Collaboration**  
**Workflow**  
**INTELLIGENT CALL ROUTING**  
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**Chile- SIP Enabled Servers and IP PBX Market Strategies,  
Market Shares, and Market Forecasts,  
2008-2014**

**SIP based IP PBX markets in Chile are poised for significant growth as people move to purchase IP based servers for communications. Significant pent up demand will be converted to sales as systems are put on the market that permit implementation of voice over IP that works. Voice over IP systems purchases have been postponed for ten years or more, waiting for technology that works. VoIP technology finally works.**

**U.S. equipment is highly regarded in Chile for its reliability and quality. The U.S. is Chile's largest telecommunications equipment supplier, representing 30% of total imports. Cisco (U.S.A.) is an important supplier of telco's net infrastructure in the Chilean market. Lucent (U.S.A.) sells equipment for corporate networks in Chile. 3Com (U.S.A.) and Avaya have a presence in SIP enabled servers and IP PBX systems in Chile.**

**In Chile, SIP PBX / IP PBX markets are going from \$64.5 million in 2007 to \$228 million by 2014. SIP server and IP-PBX shipments represent the next generation of enterprise voice systems and completely replace traditional PBX systems. IP-PBX shipments are related to traditional PBX shipments because they leverage the existing installed base.**

**The trend represented by this shipment data can be traced to IP-PBX architecture that allows businesses to reduce infrastructure cost while improving productivity.**

## Companies Profiled

### Market Leaders

### Market Participants

**Avaya**  
**Aastra Technologies**  
**Alcatel Lucent**  
**NEC**  
**Mitel**  
**Nokia-Siemens**  
**Nortel**  
**Shoretel**  
**3Com**  
**Cisco**  
**Google**  
**Samsung**  
**Sierra Merger Corp / Avaya**  
**Toshiba**

## Chile- SIP Enabled Servers and IP PBX Market Shares, Strategies, and Forecasts, 2008-2014

### REPORT METHODOLOGY

THIS IS THE 356TH REPORT IN A SERIES OF MARKET RESEARCH REPORTS THAT PROVIDE FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, COMPUTER, SOFTWARE, TELEPHONE EQUIPMENT, HEALTH EQUIPMENT, AND ENERGY. THE PROJECT LEADERS TAKE DIRECT RESPONSIBILITY FOR WRITING AND PREPARING EACH REPORT. THEY HAVE SIGNIFICANT EXPERIENCE PREPARING INDUSTRY STUDIES. FORECASTS ARE BASED ON PRIMARY RESEARCH AND PROPRIETARY DATA BASES. FORECASTS REFLECT ANALYSIS OF THE MARKET TRENDS IN THE SEGMENT AND RELATED SEGMENTS. UNIT AND DOLLAR SHIPMENTS ARE ANALYZED THROUGH CONSIDERATION OF DOLLAR VOLUME OF EACH MARKET PARTICIPATION IN THE SEGMENT. INSTALLED BASE ANALYSIS AND UNIT ANALYSIS IS BASED ON INTERVIEWS AND AN INFORMATION SEARCH. MARKET SHARE ANALYSIS INCLUDES CONVERSATIONS WITH KEY CUSTOMERS OF PRODUCTS, INDUSTRY SEGMENT LEADERS, MARKETING DIRECTORS, DISTRIBUTORS, LEADING MARKET PARTICIPANTS, OPINION LEADERS, AND COMPANIES SEEKING TO DEVELOP MEASURABLE MARKET SHARE. OVER 200 IN DEPTH INTERVIEWS ARE CONDUCTED FOR EACH REPORT WITH A BROAD RANGE OF KEY PARTICIPANTS AND INDUSTRY LEADERS IN THE MARKET SEGMENT. WE ESTABLISH ACCURATE MARKET FORECASTS BASED ON ECONOMIC AND MARKET CONDITIONS AS A BASE. USE INPUT/OUTPUT RATIOS, FLOW CHARTS, AND OTHER ECONOMIC METHODS TO QUANTIFY DATA. USE IN-HOUSE ANALYSTS WHO MEET STRINGENT QUALITY STANDARDS. INTERVIEWING KEY INDUSTRY PARTICIPANTS, EXPERTS AND END-USERS. OUR RESEARCH INCLUDES ACCESS TO LARGE PROPRIETARY DATABASES. LITERATURE SEARCH INCLUDES ANALYSIS OF TRADE PUBLICATIONS, GOVERNMENT REPORTS, AND CORPORATE LITERATURE.

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### Chile- SIP Enabled Servers and IP PBX Market Shares, Strategies, and Forecasts, 2008 to 2014

## Table of Contents

### CHILE- SIP ENABLED SERVERS AND IP PBX EXECUTIVE SUMMARY

### CHILE- SIP ENABLED SERVERS AND IP PBX ENGINE MARKET DESCRIPTION AND MARKET DYNAMICS

<b>1. CHILE</b>	<b>1-1</b>
1.1 Chile An Advanced Country	1-1
1.2 SIP PBX and IP PBX Markets	1-2
1.2.1 Digital Private Branch Exchange (PBX) At the End of Its Life Cycle1-2	
1.2.2 IP Signals Improved Business Communication	1-3
1.2.3 SIP IP Protocol Enables Unified Communications	1-3
1.3 SIP-PBX Deployment	1-5

### CHILE- SIP ENABLED SERVERS AND IP PBX ENGINE MARKET SHARES AND MARKET FORECASTS

<b>2. CHILE- SIP PBX MARKET SHARES AND FORECASTS</b>	<b>2-8</b>
--	------------

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2.1	Chile- SIP-PBX Market Shares	2-8
2.1.1	Avaya In Chile Leveraging An Opportunity For Up Selling	2-11
2.1.2	Cisco Unity® IP Media Gateway	2-13
2.1.3	Cisco Voice Network Solution	2-13
2.1.4	Alcatel-Lucent Communications	2-13
2.1.5	Nortel2-14	
2.2	Chile- SIP Enabled Server and IP PBX Shipments	
	Market Forecasts	2-14

### CHILE- SIP ENABLED SERVERS AND IP PBX DESCRIPTION

<b>3.</b>	<b>SIP IP PBX SERVER PRODUCTS</b>	<b>3-18</b>
3.1	SIP Enabled Servers Product Descriptions	3-18
3.2	Mitel 3-18	
3.3	NEC 3-18	
3.4	3Com	3-19
3.5	Cisco Systems	3-19
3.6	Mitel 3-20	
3.7	Avaya SIP Application Server	3-21
3.7.1	Avaya: Banco Santander Chile	3-22
3.7.2	Avaya Communication Manager - SIP Center PBX	3-23
3.8	Emergia Chile enlarges its virtual contact center	3-23
3.9	Cisco / ING Chile	3-25
3.9.1	Cisco Enterprise Voice Network	3-25
3.9.2	Cisco Hybrid Voice Solution	3-26
3.9.3	Cisco VPNs	3-27
3.9.4	Cisco IP VPN - Data	3-27
3.9.5	Cisco IP VPN - Multiservice QoS Certified	3-28
3.9.6	Cisco Wireless Chile Codelco	3-28
3.9.7	Cisco Wireless Because In The Smelters, Cables Simply Melt	3-29
3.9.8	Cisco Bringing Mega-Trucks Online	3-30
3.10	UTStarcom's PAS and iPAS	3-31
3.10.1	UTStarcom and Telsur	3-32
3.11	RedVoiss VoIP Providers In Chile	3-32
3.11.1	Redvoiss Voice On Internet, Services And Solutions	3-33
3.12	AltiGen / iFone S.A. de C.V Communications Extends	
	Business VoIP	3-34
3.12.1	AltiGen Communications	3-35
3.13	Epygi Technologies	3-36

### CHILE- SIP ENABLED SERVERS AND IP PBX TECHNOLOGY

<b>4.</b>	<b>SIP ENABLED SERVERS AND IP PBX TECHNOLOGY</b>	<b>4-37</b>
4.1	SIP Integration With IP And Rich Media Applications	4-37
4.1.1	Standards Based Signaling Technology Session	
	Initiation Protocol (SIP).	4-38
4.1.2	SIP Presence	4-39
4.1.3	SIP Actions	4-40
4.1.4	SIP Helps Sales	4-41
4.1.5	SIP Trunks & Benefits	4-41

### CHILE- SIP ENABLED SERVERS AND IP PBX COMPANY PROFILES

<b>5.</b>	<b>SIP BASED PBX AND IP PBX COMPANY PROFILES</b>	<b>5-1</b>
5.1	Activity Among Enterprise Equipment Providers	5-1

5.2	3Com	5-2
5.2.1	3Com / H3C Technologies	5-2
5.2.2	3Com TippingPoint Division	5-2
5.2.3	3Com Acquired by Bain Capital Partners	5-2
5.2.4	Huawei Acquired A Minority Interest In 3Com	5-3
5.2.5	3Com Commercial Investment For Huawei	5-3
5.2.6	Ownership Of China-Based Joint Venture, H3C Technologies	5-4
5.2.7	3Com Customers	5-4
5.2.8	3Com Third Quarter Fiscal Year 2008 Revenue	5-5
5.2.9	3 Com Channel Model	5-5
5.3	3CX	5-6
5.4	Aastra	5-6
5.4.1	Aastra Technologies Revenue	5-8
5.4.2	Aastra Fourth Quarter 2007 Financial Revenue	5-9
5.5	Alcatel Lucent	5-10
5.5.1	Alcatel - Lucent Revenue by Region and Business Group	5-12
5.5.2	Alcatel--Lucent and NEC	5-13
5.5.3	Rationale for LTE joint VentureCombining	5-13
5.6	AltiGen Communications	5-14
5.6.1	AltiGen Communications Extends Business VoIP Reach with Latin America Region Market Growth	5-15
5.6.2	AltiGen Communications	5-17
5.6.3	AltiGen Communications Revenue	5-19
5.7	Cisco	5-21
5.7.1	Cisco Net Sales:	5-22
5.7.2	BT and Cisco VoIP Connectivity To Cambridge University Users	5-24
5.7.3	Cisco SMB	5-25
5.8	Epygi Technologies	5-26
5.9	Google	5-26
5.10	Huawei	5-27
5.10.1	Huawei Next Generation Telecommunications Networks	5-28
5.10.2	Huawei Strategy	5-28
5.10.3	Huawei Partners	5-28
5.10.4	Huawei Global Operations	5-29
5.10.5	Huawei Financials	5-29
5.10.6	Huawei Files 26,880 Patent Applications	5-31
5.10.7	Huawei Standards & Patents	5-31
5.10.8	Huawei Core Technology Systems Architecture	5-34
5.10.9	Huawei Products	5-35
5.10.10	Huawei Key Partnerships	5-37
5.10.11	Huawei Technologies and 3Com Focus on Enterprise Data Networking	5-37
5.11	iFone S.A. de C.V.	5-38
5.12	Microsoft	5-41
5.13	Mitel	5-41
5.13.1	Mitel – U.S. Region	5-44
5.13.2	Mitel Managed Services Portfolio	5-45
5.13.3	Mitel Managed Services Program	5-45
5.13.4	Mitel Messaging	5-47
5.13.5	Mitel Strategic Partners	5-48
5.13.6	Inter-Tel / Mitel	5-49
5.13.7	Mitel Dutch Government Contract for Massive IP Deployment	5-52
5.13.8	Mitel Customer Base	5-52
5.14	NEC	5-53
5.14.1	NEC Corporation of America	5-57
5.14.2	Alcatel--Lucent and NEC	5-58

5.14.3	NEC Communications IBM Presence Collaboration	5-58
5.14.4	NEC and Microsoft	5-60
5.15	Nokia-Siemens	5-60
5.15.1	Strategy	5-61
5.15.2	Financials	5-62
5.15.3	Customers	5-63
5.15.4	Partners	5-63
5.15.5	Nokia Mobile Communications	5-64
5.15.6	Siemens AG	5-64
5.15.7	Siemens Networks LLC	5-67
5.15.8	Siemens	5-68
5.16	Nortel	5-69
5.17	Samsung	5-75
5.17.1	Samsung Strategy	5-77
5.17.2	Samsung Electronics Financials	5-78
5.17.3	Samsung Partners	5-79
5.17.4	Samsung Information Technology Division (ITD)	5-79
5.17.5	Samsung Electronics Global Leader	5-80
5.18	Shoretel	5-80
5.18.1	ShoreTel Revenue for Second Fiscal Quarter 2008	5-81
5.18.2	ShoreTel Products	5-82
5.18.3	ShoreTel Partnerships	5-83
5.18.4	ShoreTel Business Outlook	5-83
5.19	Siemens	5-84
5.19.1	Siemens Enterprise Communications	5-84
5.19.2	Nokia Siemens Combined Reputation And Market Scale	5-87
5.20	Sierra Merger Corp / Avaya	5-88
5.20.1	Avaya / Silver Lake	5-88
5.20.2	Avaya Acquisition Of Ubiquity Software	5-89
5.20.3	Avaya Customer Base	5-90
5.20.4	Avaya Revenues	5-92
5.20.5	Avaya Revenue	5-95
5.20.6	Avaya Global Communications Solutions (“GCS”)	5-95
5.20.7	Avaya Fourth Quarter and Fiscal Year 2007 Revenue	5-98
5.20.8	Avaya Fiscal Year 2007 Results	5-99
5.20.9	Silver Lake Partners and TPG Capital Acquisition of Avaya	5-99
5.20.10	Avaya Global Services (“AGS”)	5-102
5.20.11	Avaya Fiscal Year 2007 Results	5-110
5.20.12	Acquisition of Avaya	5-110
5.21	Toshiba	5-118
5.21.1	Toshiba Revenue	5-118
5.21.2	Toshiba America Information Systems Strata® CIX™	
	SIP Trunking Capabilities IP Business Communication Systems	5-119
5.21.3	Toshiba Strata MicroMAS	5-122
5.21.4	Toshiba, A World Leader In High Technology	5-123

## List of Tables and Figures

### CHILE- SIP ENABLED SERVERS AND IP PBX ENGINE EXECUTIVE SUMMARY

### CHILE- SIP ENABLED SERVERS AND IP PBX ENGINE MARKET DESCRIPTION AND MARKET DYNAMICS

Table 1-1

1-4

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### CHILE- SIP ENABLED SERVERS AND IP PBX ENGINE MARKET SHARES AND MARKET FORECASTS

### CHILE- SIP ENABLED SERVERS AND IP PBX ENGINE MIDDLEWARE AND SERVICES DESCRIPTION

Figure 2-1	2-9
SIP Enabled Server and IP PBX Market Shares, Chile, Dollars, Shipments 2007	
Table 2-2	2-10
SIP Enabled Server and IP PBX Market Shares, Chile, Dollars, Shipments 2007	
Table 2-3	2-15
Chile- SIP Enabled Server and IP PBX Shipments Market Forecasts, 2007	
Table 2-4	2-16
Worldwide SIP Enabled Server and IP PBX Shipments Market Shares, 2007	
Table 2-4	2-17
SIP Enabled Server and IP PBX Shipments Market Forecasts, Chile Ports Shipped, 2007	

### CHILE- SIP ENABLED SERVERS AND IP PBX TECHNOLOGY

Table 4-1	4-39
Session Initiation Protocol SIP Benefits	

### CHILE- SIP ENABLED SERVERS AND IP PBX COMPANY PROFILES

Figure 5-1	5-12
Alcatel – Lucent Revenue by Region and Business Group	
Figure 5-2	5-15
AltiGen Competitive Positioning	
Table 5-3	5-32
Huawei Standards & Patents	
Table 5-4	5-33
Huawei Key Telecommunications Technologies	
Table 5-5	5-36
Huawei Products And Solutions	
Figure 5-6	5-39
iFone S.A. of C.V. Leverages Microsoft and AltiGen Partnership	
Figure 5-7	5-40
iFone S.A. of C.V. Products and Services	
Table 5-8	5-42

Mitel Broad Range Of Offerings Table 5-8 (Continued)	5-43
Mitel Broad Range Of Offerings Table 5-9	5-49
Mitel Market Positioning Figure 5-10	5-53
NEC Revenue by Segment Table 5-11	5-54
NEC Revenue Table 5-12	5-54
NEC Revenue By Segment Table 5-13	5-55
NEC Mobile / Personal Solutions Revenue By Segment Table 5-14	5-56
NEC IT / NW Revenue By Segment Table 5-15	5-57
NEC Electron Devices Revenue By Segment Figure 5-16	5-66
Siemens Addresses Market Shifts for IP PBX Figure 5-17	5-67
Siemens Reorganization Closer to Customer Table 5-18	5-91
Avaya Communication Solutions Platforms Target Markets Table 5-19	5-96
Avaya GCS Segment Products Table 5-19 (Continued)	5-97
Avaya GCS Segment Products Table 5-20	5-121
Strata CIX system Key Product Features And Benefits	

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