

## China Equipment Market Assessment



*Photograph by Joseph Neustadt*

## China Equipment Market Strategies and Forecasts, 2001-2006

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**WinterGreen Research, Inc.**  
**Lexington, Massachusetts**

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THIS IS THE FORTY FIRST REPORT IN A SERIES OF MARKET RESEARCH REPORTS THAT PROVIDE FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, COMPUTER, SOFTWARE, AND TELEPHONE EQUIPMENT. 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. MARKET SHARE ANALYSIS INCLUDES CONVERSATIONS WITH MARKETING DIRECTORS, DISTRIBUTORS, LEADING MARKET PARTICIPANTS, 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 OPINION LEADERS IN THE MARKET SEGMENT.

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## Companies Profiled

<p><b>Alcatel</b></p> <p><b>Ciena</b></p> <p><b>Cisco Systems</b></p> <p><b>Cisco / China</b></p> <p><b>Corning</b></p> <p><b>Ericsson</b></p> <p><b>Fujitsu Network</b></p> <p><b>Communications</b></p> <p><b>Huawei Technologies</b></p> <p><b>Ji'nan Mobile</b></p> <p><b>Communications</b></p> <p><b>Lucent Technologies</b></p>	<p><b>Marconi Plc</b></p> <p><b>Motorola</b></p> <p><b>Nokia</b></p> <p><b>Nortel Networks</b></p> <p><b>Samsung / Corning Micro-</b></p> <p><b>Optics</b></p> <p><b>Siemens</b></p> <p><b>Tellabs</b></p> <p><b>CDMA / SK Telecom /</b></p> <p><b>Unicom Horizon</b></p> <p><b>ZTE Corporation</b></p>
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***MANY OF THESE KEY TOPICS HAVE PHENOMENAL SUBCATEGORIES***

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**ABOUT THE COMPANY**

WinterGreen Research, founded in 1985, provides strategic market assessments in telecommunications, communications equipment, health care, and advanced computer technology. Industry reports focus on opportunities that will expand existing markets or develop major new markets. The reports assess new product and service positioning strategies, new and evolving technologies, and technological impact on products, services, and markets. Market shares are provided. Leading market participants are profiled, and their marketing strategies, acquisitions, and strategic alliances are discussed. The principals of WinterGreen Research have been involved in analysis and forecasting of international business opportunities in telecommunications and advanced computer technology markets for over 30 years.

**ABOUT THE PRINCIPAL AUTHORS**

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**Susan Eustis**, President, co-founder of WinterGreen Research, has done research in communications and computer markets and applications. She holds several patents in microcomputing and parallel processing. She is the author of recent studies of the Regional Bell Operating Companies' marketing strategies, Internet equipment, a study of Internet Equipment, Worldwide Telecommunications Equipment, Top Ten Telecommunications, Digital Loop Carrier, Web Hosting, and Application Integration markets. Ms. Eustis is a graduate of Barnard College.

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