

DWDM Market Assessment



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DWDM Market Strategies and Forecasts, 2001-2006

MOUNTAINS OF OPPORTUNITY

WinterGreen Research, Inc.
Lexington, Massachusetts

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DWDM MARKETS,

Positioning TO PARTICIPATE IN HIGH

GROWTH Internet Business to Business

Exchange SEGMENTS

MARKET STRATEGIES FORECASTS TO

2006

CHECK OUT THESE KEY TOPICS

INTEGRATION DRIVES COMMUNICATIONS INDUSTRY RESTRUCTURING

DWDM Market Strategies

DWDM Market Positioning

DWDM Market Growth Opportunities

End to End Solutions

Rules Engines Positioned As Primary Systems

DWDM MARKET FORECASTS
WORLDWIDE MARKET SHARES
MISSION CRITICAL MIDDLEWARE MESSAGING
RULE ENGINES
SWITCHES, ROUTERS, ADAPTERS, ROUTING ENGINES
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DWDM Market Shares
DWDM Cross Platform Market Shares

REPORT METHODOLOGY

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.

**APPLICATION INTEGRATION IS CENTRAL TO
IMPLEMENTATION OF BUSINESS EXCHANGES**

YOU MUST HAVE THIS STUDY

Companies Profiled

**Alcatel
Ciena
Cisco Systems
Corning**

**Fujitsu Network
Communications
JDS Uniphase
Lucent Technologies
Marconi plc**

Nortel Networks
Optical Micro-Machines
Ocular Networks
PacketLight Networks
Redback Networks

Samsung / Corning Micro-Optics
Sycamore Networks
Telect
Tellium
Terabeam

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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

Ellen T. Curtiss, Technical Director, co-founder of WinterGreen Research, conducts strategic and market assessments in technology-based industries. Previously she was a member of the staff of Arthur D. Little, Inc., for 23 years, most recently as Vice President of Arthur D. Little Decision Resources, specializing in strategic planning and market development services. She is a graduate of Boston University and the Program for Management Development at Harvard Graduate School of Business Administration. She is the author of recent studies on worldwide telecommunications markets and the Top Ten Telecommunications market analysis and forecasts.

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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