

WINTERGREEN RESEARCH, INC.

**Application Integration (EAI) Market Opportunities,
Strategies, and Forecasts,
2002 to 2007**

Application Integration Market Assessment



Picture by Susie Eustis

MOUNTAINS OF OPPORTUNITY

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

www.wintergreenresearch.com

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Application Integration Markets,

Enterprise Network Automation,

Connecting Applications,

Rules Engines, Business to Business Exchanges,

Segment Analysis, Supply Chain Automation

MARKET STRATEGIES FORECASTS TO

2007

CHECK OUT THESE KEY TOPICS

INTEGRATION DRIVES INDUSTRY AUTOMATION

AI Market Strategies

AI Market Positioning

AI Market Growth Opportunities

End to End Solutions

Rules Engines Positioned As Primary Systems

AI MARKET FORECASTS

WORLDWIDE MARKET SHARES

MARKET TRENDS

RULE ENGINES

SWITCHES, ROUTERS, ADAPTERS, ROUTING ENGINES

TRANSFORMATION ENGINES, PUBLISH SUBSCRIBE
Integration Broker Markets Shares
EAI Market Shares
BUSINESS PROCESS MANAGEMENT

OPPORTUNITY ABOUNDS

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**Application Integration Market Opportunities, Strategies, and
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Competitive pressures, macroeconomic volatility, corporate mergers, acquisitions, the Internet, shortened product development times, shortened production cycles, shifting supplier relationships, and diverse customer demands are forcing companies to adapt to changing market conditions. Markets in every industry need application integration solutions that are reliable, secure, centrally managed, and scalable to a very large number of disparate users. The business and economic environment presents companies with challenges that can only be met by real time exchange of transaction information.

Application Integration supports implementation of aggressive e-Business initiatives. Business transactions and relationships are conducted electronically over networks. Networks need to support messages that hold transactions.

The e-business initiatives need application integration to operate more efficiently and communicate better with suppliers, customers and partners. Companies have made significant investments in a range of custom and packaged software applications such as enterprise resource planning, or ERP, supply chain management, or SCM, customer relationship management, or CRM, decision support, and e-Commerce technologies.

The application integration software license market grew 10% in 2001 to reach \$1.265 billion, up from \$1.1 billion in 2000. IBM is the market leader followed by Tibco. Markets are expected to grow 25% in 2001 reaching \$1.6 billion. By 2007 application integration software license revenue is expected to be \$5.9 billion reflecting the need to use integration to conduct commerce over networks.

Companies Profiled

Market Leaders

International Business Machines (IBM)
Tibco Software / Talarian
webMethods
SeeBeyond
Vitria Technology
GE Global eXchange Services (GXS)
Sybase / New Era of Networks
BEA
Mercator
Sun / iPlanet

Other Market Participants

Microsoft
Fujitsu
Hewlett Packard
IONA
Bowstreet
Borland
Cape Clear
Casablanca
Celcorp
Covast
Cysive
Envoy Technologies
Esicon
Fiorano
Gresham Computing
Hummingbird
Information Builders / iWay Software
ItemField
Level 8

M2 Systems
Optio
Oracle
Peregrine / Extricity
Progress Software / Sonic Software
RosettaNet
Sagent
SAP
SilverStream
Sopra / Viewlocity
Software AG
SunGard / Mint
TTM
WebEx Communications

Application Integration (EAI) Market Strategies and Forecasts, 2002-2007

REPORT METHODOLOGY

THIS IS THE HUNDRED AND THIRTIETH 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. 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.

YOU MUST HAVE THIS STUDY

**Application Integration (EAI) Market Opportunities,
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Market Forecasts, 2002-2007

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