

WINTERGREEN RESEARCH, INC.

**Network Systems Integration Market Opportunities,  
Strategies, and Forecasts, 2005 to 2011**

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**Network Systems Integration**

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*Picture by Susie Eustis*

**MOUNTAINS OF OPPORTUNITY**

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

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**CHECK OUT THESE KEY TOPICS**

*NETWORK SYSTEMS INTEGRATION MARKET SHARES*  
*NETWORK SYSTEMS INTEGRATION MARKET FORECASTS*  
**Network Systems Integration Market Driving Forces**

**Network Service Needs**

**Increasing Average Revenue Per User (ARPU)**

Wireless Networks

*CARRIER NETWORK INTEGRATION*

*ENTERPRISE NETWORK INTEGRATION*

*OPEN STANDARDS*

*NETWORK SYSTEMS INTEGRATION USER*

*MARKET GROWTH DYNAMICS*

*INTERNET TRAFFIC*

*NETWORK INTEGRATION*

*CTI TECHNOLOGY*

*IP WITHIN CDMA*

*MOBILE VIDEO*

**OPPORTUNITY ABOUNDS**

**WinterGreen Research, Inc.**

**Lexington, Massachusetts**

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## **Network Systems Integration Market Opportunities, Market Forecasts, and Market Strategies, 2005-2011**

**Network Integration is combination of products and services that make systems managed the converged voice and data networks in an Internet protocol infrastructure. The networking integration solutions comprise wired and wireless LAN and WAN products, services, and solutions.**

**Recognizing the necessary migration of intelligence and functionality to the network edge, the solutions are implemented as adaptive edge architecture. An adaptive edge architecture strategy is useful as a comprehensive and inclusive network design strategy that is adaptable, scalable and completely interoperable for achieving command from the network core center with control to the network edge.**

### **Network Systems Integration Market Driving Forces**

#### **LAN-based and mainframe applications**

- High speed Internet access**
- Intranet connectivity between distant sites, e-commerce, partner extranets, and telecommuting**
- SAN applications (i.e. disaster recovery, business continuity, data replication, remote backup)**

#### **Converged data, video, and voice (i.e. VoIP) applications**

**Network systems integration markets are at \$14.9 billion in 2004 and anticipated to be \$16.6 billion in 2005. Markets are expected to reach \$33.9 billion by 2011. Market growth is fueled by the convergence of voice and data networks in to an Internet protocol infrastructure.**

## Companies Profiled

### Market Leaders

Hewlett-Packard (HP)

IBM

CSC

### Market Participants

Alcatel

Cisco Systems

Fujitsu

Intel

Motorola

Nokia

Samsung

UT Starcom

Avaya

Ericsson

Huawei Technologies

Lucent Technologies

NEC

Nortel

Siemens

## Network Systems Integration Strategies and Forecasts, 2005-2011

### REPORT METHODOLOGY

THIS IS THE 262ND 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.

**YOU MUST HAVE THIS STUDY**

## Network Systems Integration Market Opportunities, Strategies, and Forecasts, 2005 to 2011

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