

WINTERGREEN RESEARCH, INC.

**Telecommunications Middleware Market Opportunities,
Strategies, and Forecasts, 2005 to 2011**

Telecommunications Middleware



Picture by Susie Eustis

MOUNTAINS OF OPPORTUNITY

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

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CHECK OUT THESE KEY TOPICS

TELECOMMUNICATIONS MIDDLEWARE MARKET SHARES
TELECOMMUNICATIONS MIDDLEWARE MARKET FORECASTS
Telecom Market Driving Forces

Communicaitons Networking Industry

IP Telephony

Competitive Structure Of The Carrier Market

VOICE INFRASTRUCTURE MARKET

SERVICE ORIENTED ARCHITECTURE (SOA)

JAVA

WEB SERVICES

J2EE

E.CENTRE

ENTERPRISE INTEGRATION ANALYSIS

APPLICATION INTEGRATION FUNCTIONALITY

MESSAGE QUEUING

SOFTWARE ENGINES

OPPORTUNITY ABOUND

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Telecommunications Middleware Market Opportunities, Market Forecasts, and Market Strategies, 2005-2011

The telecommunications industry is dynamic, driven by a range of pressures brought by the Internet. Broadband and wireless communications are the markets aspects driving shifts. The telecommunications industry need for a real time single customer views, consolidated IT operations, and middleware vendors are addressing maximized network flexibility.

Multi channel delivery of customer self-provisioning is a significant market driving force in the wireless and DSL industry. Visibility of the network needs to be end to end. The middleware systems are in response to the business needs to address significant network and services shifts.

Telecommunication Middleware Industry Market Driving Forces

Manage increasing competition

Maximize the substantial investment to support next generation offerings

Conform to regulatory pressure on tariffs

Retain customers

Build knowledgeable customers

Position to achieve loyal customers

Increase speed to market with new product and services

Optimize the order-to-fulfillment process

In response to these pressures, telecommunications organizations must adapt to the changing market conditions. Telecommunications organization use middleware to adapt to changing market conditions.

Telecommunications business integration solutions enable carriers to replace costly and complex point-to-point connectivity. Automated business processes, faster customer service response times, and greater efficiency within its IT architecture and supply chain are central aims of telecommunications middleware.

Worldwide telecommunications middleware licenses and maintenance services market forecasts indicate that markets at \$1 billion in 2004 are anticipated to expand rapidly to \$9.5 billion by 2011. Market growth is in response to the need for middleware to manage the convergence of voice, data, and media on one network. The astounding growth of wireless networks is another market aspect.

Companies Profiled

Market Leaders

IBM
BEA

Market Participants

Adobe / Macromedia
Fiorano
GoAhead
Hewlett-Packard (HP)
Kabria
Microsoft
Pegasystems
SAP
Synergy
Systinet
Vitria
Zebra Technologies

Fujitsu
Fuego
GXS
i2
MetaMatrix
Oracle
Progress Software
Savvion
Sun Microsystems
Tibco Software
webMethods

Telecommunications Middleware Strategies and Forecasts, 2005-2011

REPORT METHODOLOGY

THIS IS THE 261ST 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

Telecommunications Middleware Market Opportunities, Strategies, and Forecasts, 2005 to 2011

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