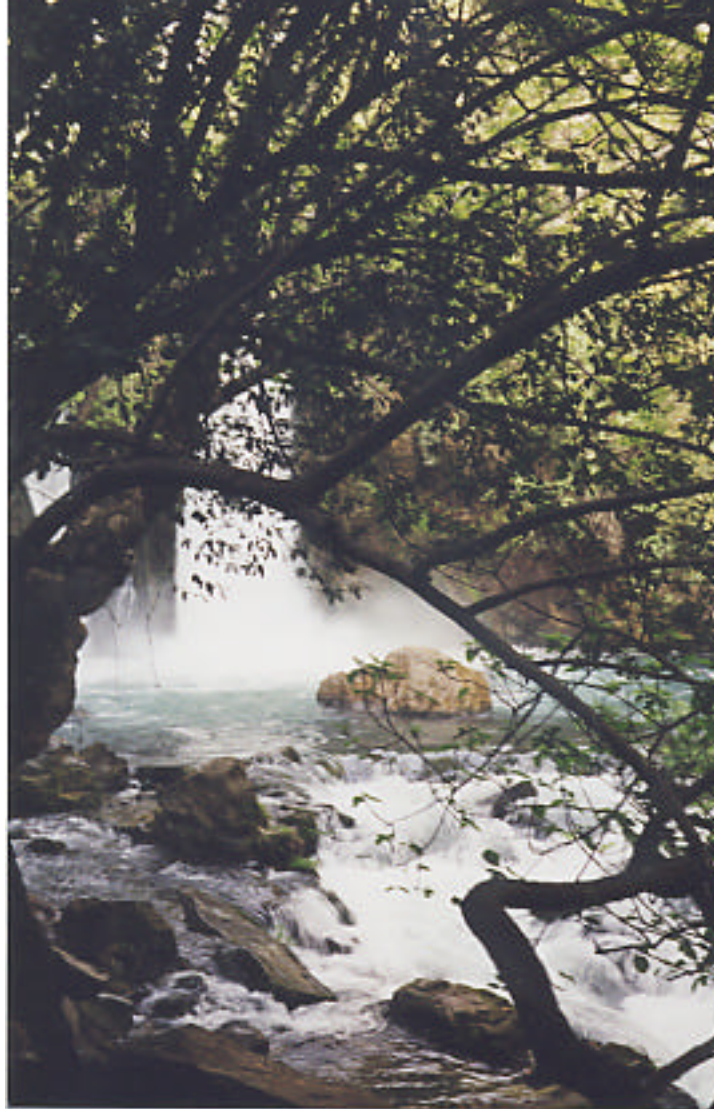


WINTERGREEN RESEARCH, INC.

Web Services
Market Opportunities, Strategies, and Forecasts
2002 to 2007



OPPORTUNITY ABOUNDS

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Lexington, Massachusetts
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Web Services Market Opportunities, Strategies, and Forecasts, 2002 to 2007

Web Services promise to provide connectivity from distributed platforms and applications over the Internet into existing servers and mainframes. The ability to publish information into an application from the network is an essential aspect of creating telephone numbers for data.

Web services define an entirely new market that does not yet exist by leveraging existing application server, application integration, and enterprise portal product functionality. Webservices are used to implement Internet enabled exchanges for every industry. The most traditional view of Web services is that they enable e-business exchanges by publishing services to a directory repository. The difficulty with this is keeping the repository current.

Web services create ways to transmit information back from the field. They relate to transmitting information back to a server. They relate to the ability to automate processes that are not now automated. Field service personnel, sales people, or clinicians frequently gather information in the field that is most useful when inserted into a range of applications. The ability to transmit that information back from the field will leverage Web services capabilities.

Web services at an expected \$152 million in 2002 are evolving as a portion of the total enterprise application integration (EAI), application server, and enterprise portal markets. They are expected to reach \$3.1 billion by 2007.

To get to this level from a standing start would be impossible. This revenue is realized as part of existing product line revenues. The existing products benefit from being Web services enabled. The Web services capabilities drive sales of existing integration and server products, creating a significant market opportunity. Companies that do not offer Web services capabilities in conjunction with other software will be hampered in the overall integration, application server, and portal business to business markets.

Companies Profiled

BEA
Bowstreet
Borland
Cape Clear
Fujitsu
GE Global eXchange Services (GXS)
Hewlett Packard
International Business Machines (IBM)
IONA
Sybase
Tibco Software
TTM
Vitria Technology
webMethods
WebEx Communications

REPORT METHODOLOGY

THIS IS THE HUNDRED AND SIXTEENTH 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 KEY CUSTOMERS OF PRODUCTS, INDUSTRY SEGMENT LEADERS, 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.

YOU MUST HAVE THIS STUDY

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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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