

WINTERGREEN RESEARCH, INC.

**Web Services Market Opportunities, Strategies,  
and Forecasts, 2003 to 2008**

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**Web Services**

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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**

*WEB SERVICES TECHNOLOGY*  
Web Services Market Shares  
Web Services Market Forecasts  
Web Services Definition

Transaction Automation  
Web Services Positioning  
*SOFTWARE AND PLATFORM INTEROPERABILITY*  
*WEB SERVICES SYSTEM INTEGRATOR SUPPORT*  
*E-SERVICES*  
*WEB SERVICES RELIABILITY SPECIFICATION*  
*PORTALS*  
*WEB SERVICES TECHNOLOGY*  
*IP ADDRESSING AND DIRECTORY MANAGEMENT*  
*E-BUSINESS PLATFORMS*  
*WEB SERVICES INFRASTRUCTURE CHALLENGES*  
*DISTRIBUTED SERVICE DISCOVERY METHODS*

**OPPORTUNITY ABOUNDS**

WinterGreen Research, Inc.  
Lexington, Massachusetts  
[www.wintergreenresearch.com](http://www.wintergreenresearch.com)

## **Web Services Market Opportunities, Strategies, and Forecasts, 2003 to 2008**

**Web Services are the protocols, conventions, and network facilities that make business functions available over the Internet to authorized persons. Information can come from any Web-connected device. A Web service is a discrete business process. As a business process, Web services have inherent strengths for implementing efficiencies of computer communication. Web services are not a substitute for application integration (EAI). Most of the information in computers is not Web enabled, nor does it fit this definition of data residing in a Web-connected device.**

**Web services architecture is based upon the interactions between three primary roles: service provider, service registry, and service requestor. These roles interact using publish, find, and bind operations. The service provider is the business that provides access to the Web service and publishes the service description in a service registry. The service requestor finds the service description in a service registry and uses the information in the description to bind to a service. The service registry provides a centralized location for storing service descriptions.**

**Web services represent a standards-based approach to integration and interoperability. Web services are self-contained, self-describing, modular applications that can be published, located, and invoked via the Internet. Web services do not address enterprise concerns for security, reliability and availability.**

**Web services perform simple requests and manage complicated business processes functions. Component-based programming and distributed computing enables component-oriented software development strategies with a foundation on widely accepted industry standards.**

**Web services enable existing applications and business processes integration at a level that is superficial. Security, workflow, business process management, business process modeling, Web services systems management, data transformation, adapter implementation, and preservation of transactional integrity are yet to be implemented.**

**Web services promise to define an entirely new market that does not yet exist. These services are best understood by example. They relate to the ability to automate processes that are not now automated. Web services at \$129.6 million in 2002 are evolving as a portion of the total EAI, application server, and enterprise portal markets. They are expected to reach \$1.7 billion by 2008.**

## Companies Profiled

### Market Leaders

Iona Technologies  
IBM Corporation  
BEA Systems  
Microsoft

### Other Market Participants

AmberPoint  
Tibco  
Systinet  
Blue Titan Software  
Bowstreet  
Westbridge Technology  
Actional  
Avinon  
Cape Clear Software  
Cysive  
Corporate Oxygen  
DataPower Technology  
Digital Evolution  
Infravio  
Kenamea  
Kinzan  
KnowNow  
Oracle  
Sarvega  
Sonic Software  
Sun Microsystems  
Talking Blocks  
Vitria Technology  
WebMethods  
WestGlobal  
Novell  
The Mind Electric

## **Web Services Market Strategies and Forecasts, 2003-2008**

### **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**

# Web Services Market Opportunities, Strategies, and Forecasts, 2003 to 2008

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**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, THE TOP TEN INTERNET EQUIPMENT COMPANIES, THE TOP TEN CONTRACT MANUFACTURING COMPANIES, AND THE TOP TEN TELECOMMUNICATIONS MARKET ANALYSIS AND FORECASTS.

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