

**Worldwide Internet Equipment Market
Opportunities, Market Strategies, and Market
Forecasts, 2002 to 2008**

Worldwide Internet Equipment Assessment



Take a Step in the Right Direction

WinterGreen Research, Inc.
Lexington, Massachusetts
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CHECK OUT THESE KEY TOPICS

Large-Scale Internetworking,
Value-Added Resellers And Distributors,
INTERNET EQUIPMENT MARKET DRIVING FORCES
ANY-TO-ANY NETWORKING,
MISSION-CRITICAL INFORMATION SYSTEMS,
INTERNET TELECOMMUNICATIONS GLOBAL REACH,
CABLE DELIVERY OF INTERNET SERVICES

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The markets for Internet equipment depend on build-out of converged voice and data networks. High-speed access and security are added to traditional demand for five nines 99.999% of reliability. Data networks have traditionally provided only four nines of reliability. Blade servers change that network constraint, by offering inexpensive, reliable hardware.

IP telephony promises to replace local and long distance circuit switching by 2010. Telecommunications revenue still represents 90% of the communications revenue in 2003. Traffic is however moving toward 90% data traffic.

The reliable circuit switched telecommunications network is of value. It will not go away. The Internet needs the 5 nines of reliability offered by the telecommunications backbone. Existing equipment and backbones will evolve into the cloud architecture, supporting packet transmission of voice and data.

Worldwide Internet telecommunications equipment markets at \$25.2 billion in 2002 are expected to reach \$67.9 billion by 2008.

Companies Profiled

3Com Corporation
3M
Avici
Cisco
Enterasys
Extreme Networks
Foundry Networks
Juniper
Linksys
Nortel Networks
NEC
Riverstone Networks

REPORT METHODOLOGY

THIS IS THE ONE-HUNDRED FIFTY NINTH REPORT IN A SERIES OF MARKET RESEARCH REPORTS THAT PROVIDE FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, COMPUTER, SOFTWARE, OR 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

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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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