

STRATEGIC OPPORTUNITIES: ATM APPLICATIONS

How will campus network ATM applications evolve?

What applications are pushing router replacement with ATM switches?

What applications are a driving force for increased bandwidth to the desktop?

Are virtual LANs the answer to workgroup sharing?

What does ATM mean for the Internet?

EVOLVING MARKET OPPORTUNITIES

REPORT OUTLINE

**EXECUTIVE
SUMMARY**

**1. MARKET
DEFINITION**
1.1 Product applications

1.2 ATM packets
1.3 Cell adaptation
1.4. End to end ATM
1.5 Cable head-end

- 1.6 Spectrum of protocols
- 1.7 ATM application market drivers
- 1.8 Cost of ATM

2. MARKET FORECASTS

- 2.1-LANS
- 2.2 Physicians
- 2.3 Distance learning
- 2.4 Transactions
- 2.5 Remittance processing
- 2.6 SNA internetworking
- 2.7 Internet access
- 2.8 Videoconferencing
- 2.9 Video advertising
- 2.10. Personal computers

3. APPLICATIONS DRIVING ATM IMPLEMENTATION

- 3.1 Solutions
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 - 3.2.2 VLANS
 - 3.2.3 Cost of ownership
 - 3.2.4 Consolidated SNA and LAN interconnect network
 - 3.2.5 Microsoft licenses Fore systems' LAN emulation client code for integration with Windows
 - 3.2.6 WAN enhancements
 - 3.2.7 Agile networks ATM at Hewlett-Packard
 - 3.2.8 Telenordia selects Siemens-Newbridge for ATM network expansion
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 - 3.3.1 Northern Telecom and Bell Atlantic network integration team
 - 3.3.2 Commonwealth of Pennsylvania is Bell Atlantic ATM customer
 - 3.3.3 FUJITSU initiatives
- 3.4 Value-added data packet services
 - 3.4.1 Ameritech Packet

- 3.5 Team work sharing
- 3.6 Distance learning
 - 3.6.1 Litton-Fibercom ATM multiplexer used on the North Carolina information highway
 - 3.6.2 Bell Atlantic builds "virtual campus" at George Mason University
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COMPANY PROFILES

ADAPTEC	MICROSOFT
ADC KENTROX	NCR
AGILE NETWORKS	NETSCAPE
ATMNET	NCUBE
ALCATEL	NETWORK EQUIPMENT
AT&T	TECHNOLOGIES, INC.
BAY NETWORKS	NEWBRIDGE NETWORKS
CABLETRON	NORTHERN TELECOM LIMITED
CASCADE	ALL-OPTICAL NETWORKING
CISCO	CONSORTIUM
3COM CORPORATION	PACIFIC TELESIS
CROSSCOMM	RSA DATA SECURITY
DIGITAL EQUIPMENT	SPRINT
DYNATECH/TTC	SIEMENS
EFFICIENT NETWORKS	STRATACOM
FASTCOMM COMMUNICATIONS	SUN MICROSYSTEMS
FORE SYSTEMS	UB NETWORKS
FUJITSU	U.S. ROBOTICS
GENERAL DATACOMM	WHITTAKER
GENERAL INSTRUMENT	WHITETREE
HEWLETT-PACKARD	XYLAN
IBM	
INTERPHASE	
LANOPTICS	
LUCENT TECHNOLOGIES	
MADGE NETWORKS	

REPORT METHODOLOGY

This is the twelfth in a series of market forecasts of networking and interoperability. The project leaders have significant experience preparing industry studies. Forecasts are based on primary research and proprietary data bases. In-depth interviews are conducted with a broad range of key participants and opinion leaders.

LIST OF TABLES AND FIGURES
FORECASTS 1995-2000

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Physicians
Distance Learning
Transactions
Remittance processing
SNA Internetworking
Internet access

Videoconferencing
Video Advertising
Personal computers
Driving forces for ATM

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