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# *Worldwide Telecommunications Equipment*

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## *Market Strategies and Forecasts 2000- 2005*

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(PICTURE)

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### **CHECK OUT THESE KEY TOPICS**

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*-RESTRUCTURING THE TELECOMMUNICATION INDUSTRY-  
-WORLDWIDE TELECOMMUNICATIONS EQUIPMENT MARKET FORECASTS-  
-TELECOMMUNICATIONS PRODUCTS BY CATEGORY-  
-TELECOMMUNICATIONS TECHNOLOGY-  
-TOP TEN TELECOMMUNICATIONS COMPANY PROFILES-  
-INTERESTING COMPANIES PARTICIPATING IN TELECOMMUNICATIONS  
EQUIPMENT MARKETS-*

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#### REPORT METHODOLOGY

THIS IS THE FORTIETH REPORT IN A SERIES OF MARKET FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, AND COMPUTER AND TELEPHONE EQUIPMENT. 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 IN THE MARKET.

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### RESTRUCTURING THE TELECOMMUNICATION INDUSTRY

-Competitive Structure of the Carrier Market	-World Bank and ITU Stimulation of Infrastructure	-Carrier Router Architecture
-Driving Forces	-New Network Architecture	-Hybrid ISPs: The Emergent Channel of Application Service Providers
-Market Growth Forces	-Network Layer Architecture Evolution	
-Economic Implications		

### WORLDWIDE TELECOMMUNICATIONS EQUIPMENT MARKET FORECASTS

-Change in Telecommunications Markets	-Telecommunications Market Regional Analysis	Appliances
-Communications Growth Opportunities	-Index Of Company Sales	-Internet Telephony
-Service Providers	-Summary Forecasts	-Remote Access
-Market Driving Forces	-Central Office Equipment	-Data Communications
-Market Outlook	-Enterprise Systems	-LMDS
-Network Traffic	-Cable Modems	-Wireless LAN
-Summary Market Share Analysis	-Wireless	-Submarine Cable
-Summary Segment Analysis	-Communications Software and Computer Integrated Telephony	-Call Center Services
-Market Growth Factors	-Handheld Information	-Outsourcing
		-Messaging and E-mail
		-Embedded Processors

### TELECOMMUNICATIONS PRODUCTS BY CATEGORY

-Product Target Markets	-Cell Phones	-ATM
-Public Switching	-System Network Management Solutions	-DWDM
-Enterprise PBX Switches	-Wireless	-XDSL
-Intelligent Networks		-IP Telephony

### TELECOMMUNICATIONS TECHNOLOGY

-New Network Architecture	-Wireless Standards	-Streamlined Message Buffer
-ATM Architecture	-HSCSD	-Optical Regenerator
-Quality of Service (QoS)	-ISDN/ADSL Phone Plug and Play	-Integrated Networks
-Mobile Phone Network Architecture	-Cable Modem Transport Technology	-Mobile Systems Planning
-Remote Switch Systems		-Wideband Speech Coder

### TOP TEN TELECOMMUNICATIONS COMPANY PROFILES

-Alcatel	-Fujitsu	-Nokia
-Bosch	-Lucent	-Nortel
-Cisco Systems	-Motorola	-Siemens
-Ericsson	-NEC	

### INTERESTING COMPANIES PARTICIPATING IN TELECOMMUNICATIONS EQUIPMENT MARKETS

-Shifts in Telecommunications Architecture	-Avici	-D-Link
-Accelerated Networks	-Blue Pumpkin	-Efficient Networks
-Actiontec Electronics	-Best Data Products	-Extreme Networks
-ADC Telecommunications	-Brite Voice	-GEC/Fore Systems
-Adtran	-Carrier Access Corporation	-GVC
-Aironet	-CommerceQuest	-Intersil
-Argon Networks	-Copper Mountain Networks	-Intel/Dialogic
	-Diamond Multimedia Systems	-Ironbridge
		-JNA Telecommunications

-Juniper	-Psion	-Tut Systems
-Linksys Group	-RAScom	-Wave Systems
-Mitel	-Shiva	-Xedia Corporation
-OZ.com	-Sycamore	-Zhone Technologies
-Perle Systems	-Symbol Technologies	
-Polycom	-Tellabs	

***MANY OF THESE KEY TOPICS HAVE PHENOMENAL SUBCATEGORIES***

**KEY TABLES AND FIGURES**

-FACTORS CONTRIBUTING TO MOBILE SYSTEMS GROWTH	-GLOBAL TELECOMMUNICATIONS CENTRAL OFFICE EQUIPMENT SHIPMENT FORECAST BY SEGMENT, DOLLARS, 1999-2005
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- DIALOGIC STRATEGIC FOCUS
- IRONBRIDGE PRODUCT POSITIONING
- JNA INDUSTRY POSITIONING
- LEADING SERVICE PROVIDERS USING JUNIPER
- TARGET CONVERGENCE OF VOICE / DATA TRANSPORT IN ENTERPRISE AROUND INTERNET PROTOCOL
- TELLABS PARTNERS
- XEDIA/EXTREME BEST OF CLASS QoS CAPABILITIES

## **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**

**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 and the Top Ten Telecommunications market analysis and forecasts.

**Susan Eustis**, President, co-founder of WinterGreen Research, has done research in communications and computer markets and applications. She holds several patents in microcomputing and parallel processing. She is the author of recent studies of the Regional Bell Operating Companies' marketing strategies, Internet equipment, and of a study of Internet and Intranet markets. Ms. Eustis is a graduate of Barnard College.

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