

WINTERGREEN RESEARCH, INC.

**RFID Network Equipment Market Opportunities,  
Strategies, and Forecasts, 2005 to 2010**

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**RFID Network Equipment**

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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**

*RFID NETWORK MARKET SHARES*  
*RFID NETWORK EQUIPMENT MARKET FORECASTS*  
*LAN Switching Ethernet and Quality of Service*  
**Radio Frequency Identification (RFID) Network Definition**

*Fixed Wireless Applications*  
*Business Center Technology*  
*WIRELESS ENHANCES PRODUCTIVITY*  
*WIRELESS NETWORKING*  
*RFID MIDDLEWARE*  
*RFID TARGET MARKETS*  
*RFID CUSTOMER BASE*  
*RFID STANDARDS*  
*WIRED VS WIRELESS RFID NETWORKS*  
*FIXED WIRELESS APPLICATIONS*  
*METRO GROUP*  
*PASSIVE, SEMI-PASSIVE, AND ACTIVE TAGS*

**OPPORTUNITY ABOUNDS**

**WinterGreen Research, Inc.**  
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## **RFID Network Equipment Market Opportunities, Strategies, and Forecasts, 2005 to 2010**

**A centralized controller for managing dense deployments of large numbers of RFID readers, and the WLAN switch controller products are similar. These are already being used to centrally manage large numbers of lightweight WLAN access points at a site. The parallels between the two environments are striking.**

**Cisco Systems is the market share leader in RFID network equipment with 64% share in 2004. The company is extending participation in routing to managing the information coming off the RFID routers.**

**Intelligent routers are evolving a system to capture messages off the network. Huawei with 18% 2004 market share participates in the RFID network segments.**

**Symbol Technologies with 5% market share in 2004 is the number three participant in RFID markets. Symbol is the leader in EPC standard RFID that is the high growth segment of the market.**

**RFID network equipment markets at \$40.7 million in 2004 are anticipated to grow in response to the need for managing and routing the information that comes from RFID readers. The information needs to be tracked locally.**

**Tracking cases and asset management are dependent on information networks being in place. These applications are anticipated to drive market growth for radio frequency identification technology at an average of 67 percent to more than \$3.1 billion in 2011.**

## Companies Profiled

### Market Leaders

Cisco Systems  
Huawei Technologies

### Market Participants

Airspace	Alcatel
Alien	Aruba Wireless Networks'
Avicon	ConnecTerra
Ember	EPGlobal
ESYNC	Fujitsu
GlobalRanger	Hewlett-Packard (HP)
Intel	i2
IBM	Manhattan Associates
Mark IV Industries	Microsoft
OAT Systems	Oracle
Radianse	REDMedic
Reva Systems	RedPrairie
RF Code	Roper Industries/TransCore
Royal Philips Elcetronics	SafeTzone Technologies
SAMSys Technologies	Savi Technology
Seeburger	Shuffle Master
SIRIT	Sundex
Symbol Technologies	Tagsys
Texas Instruments	Tibco Software
TransCore Toll Collection Systems	Tyco/ADT Security
Unova/Intermec Technologies	UDM RAFSEC
WebMethods	Zebra Technologies

# RFID Network Equipment Strategies and Forecasts, 2005-2010

## REPORT METHODOLOGY

THIS IS THE *TWO-HUNDRED AND THIRTY-EIGHTH* REPORT IN A SERIES OF MARKET RESEARCH REPORTS THAT PROVIDE FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, COMPUTER, SOFTWARE, TELEPHONE EQUIPMENT, HEALTH EQUIPMENT, AND ENERGY. 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. WE ESTABLISH ACCURATE MARKET FORECASTS BASED ON ECONOMIC AND MARKET CONDITIONS AS A BASE. USE INPUT/OUTPUT RATIOS, FLOW CHARTS, AND OTHER ECONOMIC METHODS TO QUANTIFY DATA. USE IN-HOUSE ANALYSTS WHO MEET STRINGENT QUALITY STANDARDS. INTERVIEWING KEY INDUSTRY PARTICIPANTS, EXPERTS AND END-USERS. OUR RESEARCH INCLUDES ACCESS TO LARGE PROPRIETARY DATABASES. LITERATURE SEARCH INCLUDES ANALYSIS OF TRADE PUBLICATIONS, GOVERNMENT REPORTS, AND CORPORATE LITERATURE.

**YOU MUST HAVE THIS STUDY**

# RFID Network Equipment Market Opportunities, Strategies, and Forecasts, 2005 to 2010

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