

**Application Integration Industry
Market Strategies and Forecasts
2002-2007**

Application Integration Market Assessment



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**Application Integration Industry
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2002-2007**

Cisco and IBM have positioned to drive EAI into the trillion dollar packaged software automation of IT departments. The general theme of the market direction is the following. Packaged integration software is more efficient than hard coded solutions by the IT department, because they can be upgraded more efficiently. With packaged software the cost of upgrades is spread across the customer base, significantly increasing the cumulative functionality of the infrastructure.

The current IT investment in integration is trillions of dollars per year. If this money can be spent on packaged software, all companies will run more efficiently.

EAI markets are expected to reach 4.7 billion by 2007.

Markets for EAI banking and finance at \$216.3 million in first half 2002 are expected to reach \$1.1 billion by 2007.

Companies Profiled

Agere Systems
Arris
Blonder Tongue
C-COR
JDS Uniphase
Harmonic
Cisco Systems
Motorola
Olson Technology
Philips
Steren Electronics International / Pico Macom
Pulsent

Scientific Atlanta
Tektronix / VideoTele.com

REPORT METHODOLOGY

THIS IS A NEW 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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2002-2007**

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