

**Enterprise Network Outsourcing,  
Market Strategies and Forecasts,  
2002 to 2007**

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**Enterprise Network Outsourcing Market Assessment**

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*Picture by Joe Neustadt*

**Take a Step in the Right Direction**

**WinterGreen Research, Inc.  
Lexington, Massachusetts**

[www.wintergreenresearch.com](http://www.wintergreenresearch.com)

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**Enterprise Network Outsourcing Markets,**

**Market Driving Forces,**

**Network Operation Outsourcing,**

**Network Outsourcing Industry Structure,**

**Market Structure Viewed By Standalone Outsourcers**

**MARKET STRATEGIES FORECASTS TO 2007**

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Enterprise Network Outsourcing Markets,

Market Structure Viewed By Computer

Types Of Enterprise Outsourcing

MARKET STRATEGIES FORECASTS TO 2007

**CHECK OUT THESE KEY TOPICS**

Company Market Classification

Telecommunications Equipment Provider Market Shares

Telecommunications Services Provider Market Shares

Computer Equipment Provider Market Shares

Enterprise Network Outsourcing Market Growth Opportunities

Independent Outsourcing Provider Market Shares

Systems Integrator Provider Market Shares

Telecommunications Equipment Provider Segment

Telecommunications Services Provider Segment

Computer Equipment Provider Segment

Standalone Independent Outsourcing Provider Segment

Systems Integrator Provider Segment

Telecommunications Equipment Manufacturers

Telecommunications Service Providers

Information and Communication Mobile (ICM)

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## **CHECK OUT THESE KEY TOPICS**

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### *OPPORTUNITY ABOUNDS*

**WinterGreen Research, Inc.**  
**Lexington, Massachusetts**  
[www.wintergreenresearch.com](http://www.wintergreenresearch.com)

### **Enterprise Network Outsourcing Market Opportunities, Strategies, and Forecasts, 2002 to 2007**

The greatly increased importance of telecommunications services is most important. It is the key to efficiency and competitive positioning. Without sophisticated networks enterprises cannot survive. Thus, the enterprises will work very hard to obtain these new networks and to keep them operating properly. They will take advantage of network outsourcing services to do this.

The convergence of voice and data into one network brings a market shift that is not well understood by enterprise IT managers. The need for reliable voice transmission continues; at the same time managers seek to decrease network costs by merging hitherto separate voice and data networks.

The implementation of voice over IP brings further complexity to enterprise networks. Voice over IP means that networks must support quality of service (QoS), which brings added complexity to converged networks.

Network complexity is increasing to the point where many enterprises, and even carriers cannot build and optimize their own networks. They need outside help from network outsourcers.

Enterprise network outsourcing markets at \$70.2 billion in 2001 are expected to grow significantly in the next five years to \$154.7 billion by 2007

## Companies Profiled

### Market Leaders

Alcatel  
Avaya  
Cisco Systems  
EDS  
Ericsson  
Fujitsu  
Hewlett Packer  
International Business Machines  
Lucent Technologies  
Motorola  
NEC  
Nokia  
Nortel  
Siemens

## Enterprise Network Outsourcing Market Strategies and Forecasts, 2002-2007

### REPORT METHODOLOGY

THIS IS THE HUNDRED AND THIRTY-FOURTH REPORT IN A SERIES OF MARKET RESEARCH REPORTS THAT PROVIDE FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, COMPUTER, SOFTWARE, AND 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**

# Enterprise Network Outsourcing Market Opportunities, Strategies, and Forecasts, 2002 to 2007

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**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, THE TOP TEN INTERNET EQUIPMENT COMPANIES, THE TOP TEN CONTRACT MANUFACTURING COMPANIES, AND THE TOP TEN TELECOMMUNICATIONS MARKET ANALYSIS AND FORECASTS.

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