

Siemens Market Opportunities, Market Strategies, and Market Forecasts, 2002 to 2007

Siemens Market Assessment



King of the Mountain

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

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Siemens Market Shares,

Demand For Total Solutions,

Communications Traffic Profile,

IP Telephony Service Solutions,

Market Makers

MARKET STRATEGIES FORECASTS TO

2007

Telecommunications Market Description,

Difficult Year For Telecommunication Vendors,

Customer Financing Arrangements

MARKET STRATEGIES FORECASTS TO

2007

CHECK OUT THESE KEY TOPICS

Marketing Globally
Multimedia Markets
Web Services
Multimedia Markets

Converged Voice And Data Networks

Siemens Restructuring
Siemens Segment Analysis
Siemens ICN Positioning For Next Generation Networks
Siemens Wireline Networks Strategy
Siemens ICM And ICN
Siemens Business Portfolio Products
Telecommunications Market Trends
E-Business

CHECK OUT THESE KEY TOPICS

OPPORTUNITY ABOUNDS

WinterGreen Research, Inc.
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Siemens Market Shares, Market Opportunities, Market Strategies, and Market Forecasts, 2002 to 2007

Siemens wireline networks division offers solutions for next generation Internet, traditional circuit switching telephony networks and communications access equipment. Products are targeted to fixed-line public network service providers.

Siemens product portfolio contains soft-switch products for call and feature control, voice over Internet protocol and voice over asynchronous transfer mode (ATM) gateways, public telephony switching systems. Units allow access to narrowband and broadband channels and public communication software.

Offerings are typically provided to public communications network operators and, increasingly, to Internet service providers that use this equipment as a gateway from their data network to the existing public telephony network and as a direct link to their end customers.

Telecommunications equipment shipment forecasts - Markets at \$204.8 billion in 2001 were battered throughout the year. 2002 does not look much better, declining to \$184.9 billion. The declines are caused by general economic declines, a glut of used equipment from bankrupt CLECs, network overcapacity, and uncertainty about what configuration of packet network architecture will prevail. 2002 is a year of many trial installations.

Siemens Company Profile

Market Leader

Siemens

Siemens Market Strategies and Forecasts, 2002-2007

REPORT METHODOLOGY

THIS IS 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

Siemens Market Shares, Market Opportunities, Market Strategies, and Market Forecasts, 2002 to 2007

SIEMENS EXECUTIVE SUMMARY

Siemens Networks Strategy	ES-1
Siemens Segment Analysis	ES-4
Siemens Solutions And Applications	ES-6

TELECOMMUNICATIONS MARKET DESCRIPTION

1.1 Market Driving Forces	1-1
1.2 Market Growth Dynamics	1-5
1.3 Converged Voice And Data Networks	1-7
1.4 Wireless Networks	1-7
1.5 Multimedia Markets	1-12
1.6 IP Telephony Service Solutions	1-13
1.7 Web Services	1-14
1.8 Difficult Year For Telecommunication Vendors	1-15
1.9 Customer Financing Arrangements	1-18
1.10 Market Makers	1-20
1.11 Demand For Total Solutions	1-25
1.12 Marketing Globally	1-25
1.13 Communications Traffic Profile	1-27
1.13.1 Internet Traffic	1-27

SIEMENS MARKET FORECASTS

2.1 Telecommunications Market Trends	2-1
2.1.1 Convergence Means That Voice Becomes Data In The Network	2-1

2.2 Worldwide Telecommunications Market Driving Forces	2-5
2.2.1 Go To Market Strategy	2-7
2.2.2 Impact Of Voice Packet Architecture	2-7
2.3 Communications Opportunity	2-8
2.4 Telecommunications Summary Market Share Analysis	2-11
2.5 Telecommunications Summary Segment Analysis	2-15
2.6 Summary Telecommunications Market Forecasts	2-19
2.7 Index Of Company Sales	2-23
2.8 Telecommunications Market Outlook	2-26
2.8.1 Time To Market	2-29
2.8.2 Pursue Performance Excellence	2-30
2.9 Siemens Wireless Telecommunications Market Participation	2-30
2.9.1 Wireless Telecommunications Market Shares	2-30
2.9.2 Wireless Infrastructure Markets	2-36
2.9.3 Wireless Telecommunications Market Forecasts	2-38
2.9.4 Wireless Infrastructure	2-40
2.9.5 Base Station Market Forecasts	2-41
2.9.6 Wireless Switch Market Forecasts	2-43
2.9.7 Wireless Infrastructure Segments	2-47
2.9.8 Wireless Infrastructure Regional Analysis	2-53
2.9.9 Driving Forces Of Wireless Infrastructure Market	2-55
2.9.10 Wireless LAN Market Forecasts	2-56
2.9.11 Broadband Fixed Wireless Market Forecasts	2-56
2.9.12 Mobile Subscribers	2-57
2.9.13 Wireless Networks	2-57
2.10 Telecommunication Switch Markets	2-59
2.10.1 Circuit Switches	2-63
2.10.2 Multiservice Switches	2-67
2.10.3 Cabling And Assemblies	2-72
2.11 Softswitch Markets	2-73
2.11.1 Summary Total Softswitch Market Forecasts	2-75
2.12 Sonet / SDH	2-80
2.12.1 Sonet / SDH Market Shares	2-80
2.12.2 Sonet Market Forecasts	2-82
2.12.3 DWDM Systems Market Shares	2-83
2.12.4 DWDM Systems Market Forecasts	2-86
2.12.5 Digital Subscriber Line (DSL)	2-88
2.12.6 DSL Market Shares	2-89
2.12.7 DSL Market Forecasts	2-92
2.13 PBX Worldwide Market Shares	2-94
2.14 Number Of PBX Systems Shipped By Line Size	2-97

SIEMENS TELECOMMUNICATION PRODUCTS

3.1 Siemens Business Portfolio Products	3-1
3.2 Siemens Information and Communications	3-2
3.2.1 Information And Communication Networks (ICN)	3-2
3.2.2 Information and Communication Mobile (ICM)	3-4
3.2.3 Siemens Business Services (SBS)	3-5
3.2.4 Professional Support Along The Service Chain	3-6
3.3 E-Business	3-8
3.3.1 The Siemens Transformation Program	3-8

3.3.2 Customer Relationship Management (CRM)	3-8
3.4 Siemens Digital Circuit Switching System	3-9
3.5 Key Features And Benefits Of Siemens Wireless IP Products	3-10
3.5.1 GPRS	3-12
3.5.2 3G	3-12
3.5.3 Siemens IP Positioning	3-13
3.6 Siemens Access Integrator	3-14
3.6.1 Accession Carrier-Class, Universal Access Platform	3-19
3.6.2 Access Media Gateway	3-22
3.7 Siemens Network Management	3-22
3.7.1 Siemens Attane Access Solution for Collocation	3-25
3.7.2 Siemens Attane Broadband Wireless Access	3-25
3.8 Siemens CATV Network Solutions	3-26
3.9 DirX Solutions Meta Directory And Provisioning	3-27

SIEMENS STRATEGY

4.1 Siemens Wireline Networks Strategy	4-1
4.1.1 Siemens Corporate Structure	4-2
4.2 Siemens Restructuring	4-3
4.3 Siemens Information And Communication Networks Group Positioning	4-4
4.4 Siemens Segment Analysis	4-6
4.5 Siemens Solutions and Applications	4-9
4.5.1 Siemens Optical Fiber	4-11
4.6 Siemens ICN Positioning For Next Generation Networks	4-11

SIEMENS COMPANY PROFILE

5.1 Siemens Overview	5-1
5.1.1 Siemens Information And Communication Networks	5-1
5.1.2 Siemens Corporate	5-1
5.1.3 Reorganization Of Siemens Information And Communication Networks Group	5-3
5.1.4 Siemens Strategic Partnership With Quintus Corporation	5-3
5.1.5 HiPath Procenter Strategy	5-4
5.1.6 HiPath Enterprise Convergence Architecture	5-4
5.1.7 Siemens Surpass	5-5
5.1.8 Siemens Customers	5-5
5.1.9 Siemens Information And Communication Networks	5-6
5.1.10 Siemens U.S.	5-7
5.1.11 Siemens Global Leadership Positions	5-7
5.1.12 Information And Communication Networks (ICN)	5-9
5.1.13 Siemens / Unisphere Solutions	5-11
5.1.14 Siemens ICN Positioning	5-11
5.1.15 Information And Communication Mobile (ICM)	5-13
5.1.16 Motorola And Siemens	5-15
5.1.17 Siemens Revenue Fiscal 2000 And 2001	5-16

SIEMENS REGIONAL MARKET ANALYSIS

6.1 Telecommunications Market Regional Analysis	6-1
6.2 Siemens Telecommunications	6-2

6.3 Siemens ICM 2001 Sales By Region	6-4
6.4 Siemens Regional Market Participation	6-5

List of Tables and Figures

SIEMENS EXECUTIVE SUMMARY

Table ES-1	ES-2
ICN Product Portfolio	
Figure ES-2	ES-5
Worldwide Siemens Segment Revenue, 2001	
Table ES-3	ES-6
Siemens Shipments by Segment, Dollars, 2001	

TELECOMMUNICATIONS MARKET DESCRIPTION

Table 1-1	1-2
Telecommunications Market Driving Forces	
Table 1-2	1-4
Telecommunications Market Shifts	
Table 1-3	1-5
Change In Telecommunications Equipment Markets	
Table 1-4	1-6
Response To Change In Telecommunications Equipment Markets	
Table 1-5	1-8
Service Provider Build-Out Of The Next Generation 3G Systems	
Table 1-6	1-9
Factors Impacting Build-Out Of 3G Wireless Infrastructure	
Table 1-7	1-10
Factors Impacting Implementation Of 3G Wireless	
Table 1-8	1-13
Key Benefits Of Multimedia Solutions	
Table 1-9	1-16
Strategies To Improve Telecommunication Equipment Company Performance	
Table 1-10	1-21
Top Ten Telecommunication Providers As Market Makers	
Table 1-11	1-22
Top Ten Telecommunications Equipment Provider Market Strategies	
Table 1-12	1-23
Top Ten Telecommunications Equipment Provider Strategies To Adapt To Changing Markets	
Table 1-13	1-26
Marketing Globally	

SIEMENS MARKET FORECASTS

Table 2-1	2-2
Changes In Communications Competitive Environment	
Table 2-2	2-3
Changes In Market Direction	
Table 2-3	2-4

Changes In Voice Markets	
Table 2-4	2-6
Principal Competitive Factors In Telecommunications Markets	
Table 2-5	2-10
Communications Network Market Opportunities	
Table 2-6	2-11
Communications Network Market Positioning	
Figure 2-7	2-12
Top Ten Telecommunications Public Equipment Shipments by Company, 2001	
Table 2-8	2-13
Top Ten Telecommunications Equipment Provider Shipments, 2001	
Figure 2-9	2-14
Top Ten Telecommunications Provider Shipments, 1998-2001	
Table 2-10	2-15
Top Ten Telecommunications Equipment Provider Shipments, 1998-2001	
Figure 2-11	2-16
Worldwide Telecommunications Equipment Shipments by Segment, 2001	
Table 2-12	2-17
Global Telecommunications Equipment Provider Shipments by Segment, Dollars, 2001	
Figure 2-13	2-18
Worldwide Telecommunications Equipment Shipments by Segment, 2007	
Table 2-14	2-19
Global Telecommunications Equipment Provider Shipments by Segment, Dollars, 2007	
Figure 2-15	2-20
Worldwide Telecommunications Equipment Market Forecasts, Dollars, 2002-2007	
Table 2-16	2-21
Global Telecommunications Equipment Shipment Forecast by Segment, Dollars, 2002-2007	
Table 2-17	2-23
Reasons For Telecommunications Market Declines In 2001	
Figure 2-18	2-24
Indexed Sales of Selected Leading Telecommunications Equipment Suppliers, 1993-2001	
Table 2-19	2-25
Index of Company Sales	
Table 2-20	2-26
Telecommunications Infrastructure Market Outlook	
Table 2-21	2-28
Telecommunications Infrastructure Benefits	
Figure 2-22	2-31
Global Wireless Base Station Infrastructure Market Shares, 2001	
Table 2-23	2-32
Global Wireless Base Stations Market Shares, 2001	
Figure 2-24	2-33
Global Wireless Switch Infrastructure Market Shares, 2001	
Table 2-25	2-34
Global Wireless Switch Market Shares, 2001	
Figure 2-26	2-35
Global Wireless Infrastructure Market Shares, 2001	
Table 2-27	2-36
Global Wireless Infrastructure Market Shares, 2001	
Figure 2-28	2-39
Worldwide Wireless Telecommunications Equipment Market Forecasts, Dollars, 2002-2007	
Table 2-29	2-40

Global Telecommunications Wireless Equipment Shipment Forecast by Segment, Dollars, 2002-2007	
Figure 2-30	2-42
Global Wireless Base Station Infrastructure Market Forecasts, Dollars, 2002-2007	
Table 2-31	2-43
Global Wireless Base Station Market Shipment Forecasts, Dollars, 2002-2007	
Figure 2-32	2-44
Global Wireless Switch Infrastructure Market Forecasts, Dollars, 2002-2007	
Table 2-33	2-44
Global Wireless Switch Shipment Forecasts, Dollars, 2002-2007	
Figure 2-34	2-47
Global Wireless Infrastructure Market Segments, 2001	
Figure 2-35	2-48
Global Wireless Infrastructure Market Segments, 2007	
Table 2-36	2-49
Factors Contributing To Mobile Systems Infrastructure Growth	
Figure 2-37	2-50
Global Wireless Infrastructure Market Forecasts, Dollars, 2002-2007	
Table 2-38	2-50
Global Wireless Infrastructure Market Shipment Forecasts, Dollars, 2002-2007	
Table 2-39	2-58
Service Provider Build-Out Of The Next Generation 3G Systems	
Figure 2-40	2-61
Worldwide Central Office Telecommunications Equipment Market Forecasts, Dollars, 2002-2007	
Table 2-41	2-62
Global Telecommunications Central Office Equipment Shipment Forecast by Segment, Dollars, 2002-2007	
Figure 2-42	2-64
Global Central Office Circuit Switch Market Shares, 2001	
Table 2-43	2-65
Global Circuit Switch Market Shares, 2001	
Figure 2-44	2-66
Global Central Office Circuit Switch Market Forecasts, Dollars, 2002-2007	
Table 2-45	2-67
Global Circuit Switch Equipment Market Shipment Forecasts, Dollars, 2002-2007	
Figure 2-46	2-69
Global Multiservice ATM / IP Market Shares, 2001	
Table 2-47	2-70
Global Wide Area Network Multiservice Switch ATM / IP Equipment Market Shares, 2001	
Figure 2-48	2-71
Global Multiservice ATM / IP Wide Area Core Network Switch Market Forecasts, Dollars, 2002-2007	
Table 2-49	2-71
Global Wide Area Network Multiservice ATM / IP Switch Market Shipment Forecasts, Dollars, 2002-2007	
Figure 2-50	2-73
Worldwide Central Office Cable and Assembly Market Forecasts, Dollars, 2002-2007	
Figure 2-51	2-74
Global Softswitch Infrastructure Market Shares, 2001	
Table 2-52	2-75
Global Softswitch Market Shares, 2001	
Figure 2-53	2-76
Worldwide Total Softswitch Shipment Forecasts, Dollars, 2002-2007	
Table 2-54	2-77
Total Softswitch Shipment Forecasts, Dollars, 2002-2007	
Table 2-55	2-78

Softswitch Market Issues	
Table 2-56	2-80
Global Sonet / SDH Market Shares, 2001	
Table 2-57	2-81
Global Sonet / SDH Landline Market Shares, 2001	
Figure 2-58	2-82
Worldwide Sonet / SDH Market Forecasts, Dollars, 2002-2007	
Table 2-59	2-83
Global Sonet / SDH Equipment Market Shipment Forecasts, Dollars, 2002-2007	
Figure 2-60	2-84
Global DWDM Market Shares, 2001	
Table 2-61	2-85
Global DWDM Landline Market Shares, 2001	
Figure 2-62	2-86
DWDM Market Forecasts, Dollars, 2001-2007	
Table 2-63	2-87
Global DWDM Market Shipment Forecasts, Dollars, 2002-2007	
Figure 2-64	2-90
Global DSL Market Shares, 2001	
Table 2-65	2-91
Global DSL Market Shares, 2001	
Table 2-66	2-91
Target Markets For DSL Growth	
Figure 2-67	2-93
Global Digital Subscriber Line (DSL) Market Forecasts, Dollars, 2002-2007	
Table 2-68	2-93
Global Digital Subscriber Line (DSL) Equipment Market Shipment Forecasts, Dollars, 2002-2007	
Figure 2-69	2-94
Worldwide PBX Market	
Table 2-70	2-95
PBX Market Shares, Worldwide, 2001	
Table 2-71	2-96
Global PBX Price Forecasts, By Line Size, Systems, 2002-2007	
Figure 2-72	2-97
PBX Market Forecasts, 2002-2007	
Figure 2-73	2-98
Worldwide PBX Equipment Market Forecasts, Total Units, 2002-2007	
Table 2-74	2-98
Global PBX Market Unit Forecasts, By Line Size, 2002-2007	
Table 2-75	2-99
Selected Siemens Contracts	

SIEMENS TELCOMMUNICATIONS PRODUCTS

Table 3-1	3-1
Business Areas In Portfolio	
Table 3-2	3-2
Information And Communication Area	
Table 3-3	3-3
ICN Product Portfolio	
Table 3-4	3-5
Siemens E-Business Solutions And Services Core Areas Focus	

Table 3-5	3-11
Key Features And Benefits Of Siemens Wireless IP Products	
Table 3-6	3-15
Siemens AccessIntegrator (ACI) Product Family	
Table 3-7	3-16
Network Manager Layer Functionality	
Table 3-8	3-18
Network Manager Features	
Table 3-9	3-18
Network Manager Benefits	
Table 3-10	3-20
Siemens Accession Carrier-Class, Universal Access Platform Features	
Table 3-11	3-20
Siemens Accession Carrier-Class, Universal Access Platform Benefits	
Table 3-12	3-22
Siemens Network Management Features	
Table 3-13	3-23
Siemens Network Management Benefits	

SIEMENS STRATEGY

Table 4-1	4-2
Siemens Response To Communications Trends	
Figure 4-2	4-8
Worldwide Siemens Segment Revenue, 2001	
Table 4-3	4-8
Siemens Shipments by Segment, Dollars, 2001	

SIEMENS REGIONAL MARKET ANALYSIS

Figure 6-1	6-1
Worldwide Telecommunications Equipment Shipments By Region, 2001	
Table 6-2	6-2
Worldwide Telecommunications Equipment Provider Shipments By Region, Dollars, 2001	
Table 6-3	6-3
ICM And ICN Breakdown	
Figure 6-4	6-6
Siemens Regional Market Shares, 2001	

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.

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