

**Service Provider Softswitch  
Market Opportunities, Forecasts, And Shares,  
2002-2007**



*OPPORTUNITY ABOUND*

**WinterGreen Research, Inc.  
Lexington, Massachusetts  
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## SERVICE PROVIDER SOFTSWITCH

# MARKET OPPORTUNITIES, FORECASTS, AND SHARES, 2002- 2007

**Telecommunications continues to account for most of the service provider revenue. The convergence of voice and data brings new opportunity to telecommunications service provider markets. New opportunity relates to compiling softswitch feature sets on computer industry hardware. The new IBM Blade computer hardware product represents the type of open systems hardware that will replace proprietary circuit switch hardware in service provider central offices. Softswitches will provide expanded feature sets that support offering new value added services.**

**Telecommunications markets have stalled as the dual effects of over capacity and a fundamental shift in network architecture create market uncertainty. The enormous capacity provided by DWDM systems increased existing transmission capacity by factors of 40 to 80, for very little incremental cost. Optical systems promise to continue to create enormous capacity at vastly lower system cost.**

**Communications infrastructure needs new capabilities provided by softswitches. Granular call control is needed to achieve development of value added services that will create new market thrust. Communications remains the single most significant aspect of economic growth and change. Economies of scale are dependent on efficient communications systems.**

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**Softswitch shipments at \$449.5 million in 2001 are expected to reach 4.4 billion by 2007.**

## Companies Profiled

3Com  
@boyd:Hotsip  
Alcatel  
Clarent  
Comgates  
Congruency  
Convergent Communications  
Convergent Networks  
CopperCom  
DSP Group  
Cisco Systems  
Ericsson  
ETSI Tiphon  
Fujitsu  
Intel  
ipGen  
IP Unity  
ipVerse  
Internet & Telecoms Convergence Consortium  
Internet Engineering Task Force  
ITU  
Lucent Technologies  
NEC  
Netrix Corporation  
Nortel  
Nuera  
Oki Network Technologies  
Performance Technologies

**Pactolus Communication Software**  
**Radcom**  
**RAD Data Communications Ltd**  
**Siemens**  
**Sonus Networks**  
**Sun Microsystems**  
**Telcordia Technologies**  
**Telica**  
**TimesTen**  
**Texas Instruments**  
**Unisphere Solutions**  
**VocalTec**  
**White Pajama**

**REPORT METHODOLOGY**

THIS IS THE ONE-HUNDRED NINTH 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. MARKET SHARE ANALYSIS INCLUDES CONVERSATIONS WITH KEY CUSTOMERS OF PRODUCTS, INDUSTRY SEGMENT LEADERS, MARKETING DIRECTORS, DISTRIBUTORS, LEADING MARKET PARTICIPANTS, 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 OPINION LEADERS IN THE MARKET SEGMENT.

**SOFTSWITCH CONVERGENCE OF VOICE AND DATA BRINGS NEW OPPORTUNITY TO TELECOMMUNICATIONS SERVICE PROVIDER MARKETS**

**YOU MUST HAVE THIS STUDY**

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