

WINTERGREEN RESEARCH, INC.

**Enterprise Application Integration (EAI) Market
Opportunities, Strategies, and Forecasts, 2005 to 2011**

Enterprise Application Integration (EAI)



Picture by Susie Eustis

MOUNTAINS OF OPPORTUNITY

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

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CHECK OUT THESE KEY TOPICS

ENTERPRISE APPLICATION INTEGRATION MARKET FORECASTS AND SHARES

ENTERPRISE APPLICATION INTEGRATION DRIVING FORCES

Business Integration Industry Trends

Issues Relating to Implementing An EAI Solution

Coordinating Activities Via EAI

Need For Integration Software

SERVICE ORIENTED ARCHITECTURE AND WEB SERVICES

EAI REAL TIME PROCESSING

BUSINESS INTELLIGENCE

BUSINESS ACTIVITY INTEGRATION

EAI INTEGRATION OF ERP AND DISTRIBUTED INFORMATION

APPLICATION INTEGRATION TECHNICAL ADVANTAGES

SERVICE ORIENTED ARCHITECTURE (SOA)

WEB SERVICES

ENTERPRISE INTEGRATION ANALYSIS

APPLICATION INTEGRATION FUNCTIONALITY

OPPORTUNITY ABOUNDS

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Enterprise Application Integration (EAI) Market Opportunities, Market Forecasts, and Market Strategies, 2005-2011

The improved systems capability and proven return on investment for application integration markets represent the most compelling market driving forces. Companies that achieve faster time to market receive significant competitive advantage. The example of Apple achieving competitive advantage over Sony in the electronic music markets is a central and compelling issue driving every enterprise to look at the advantages of enterprise application integration.

Enterprise networks represent the core business capability. Enterprise application connectivity is significant for internal IT departments and to connect to distributors, suppliers, partners, and customers. The ability to send information between disparate applications is relevant to every aspect of network computing.

EAI refers to integration projects inside the enterprise network with employees and over the Internet with partners. Application integration is the base for business process integration, the integration of information relevant to projects inside and beyond the borders of the enterprise.

Integration products are broad initiatives able to integrate heterogeneous IT departments as well as target point solutions. Integration products are becoming more highly developed and less expensive. Portals shift the focus of integration to include integration initiatives beyond the enterprise.

The integration demands of e-Business present major technical challenges. In an attempt to address business challenges, organizations have implemented various ERP enterprise applications to handle the core processes.

Application Integration (EAI) technologies address the need to interconnect distributed islands of computing. Real time network communication of information implies that computing application resources are interconnected. Solutions have limitations in terms of time-to-market, cost, performance or flexibility.

EAI markets at \$2.4 billion in 2004 are expected to reach \$8.2 billion by 2011. Markets are growing in line with e-commerce adoption. Supply chain automation is a market driving force. Companies in every industry are achieving competitive advantage from the use of EAI technology. It is used to replace batch processing with real time exchange of information.

Companies Profiled

Market Leaders

IBM
Tibco

Market Participants

BEA
EMC / Documentum
Filenet
Fiorano
GXS
i2
Microsoft
Pegasystems
SAP
Synergy
Vitria
Zebra Technologies

Cape Systems Group
Envoy Technologies
Fujitsu
Fuego
Hewlett-Packard (HP)
Kabria
Oracle
Progress Software
Savvion
Sun Microsystems
webMethods

Enterprise Application Integration (EAI) Strategies and Forecasts, 2005-2011

REPORT METHODOLOGY

THIS IS THE 250TH 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

Enterprise Application Integration (EAI) Market Opportunities, Strategies, and Forecasts, 2005 to 2011

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ENTERPRISE APPLICATION INTEGRATION (EAI) FOR BUSINESS PROCESS TECHNOLOGY

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