

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

Enterprise Network Outsourcing Market Assessment



Picture by Joe Neustadt

Take a Step in the Right Direction

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

www.wintergreenresearch.com

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

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)

CHECK OUT THESE KEY TOPICS

OPPORTUNITY ABOUNDS

WinterGreen Research, Inc.
Lexington, Massachusetts
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

ENTERPRISE NETWORK OUTSOURCING TELECOMMUNICATIONS EXECUTIVE SUMMARY

ENTERPRISE NETWORK OUTSOURCING EXECUTIVE SUMMARY	ES-1
Market Driving Forces	ES-1
Global Enterprise Network Outsourcing Market Forecasts	ES-2
Summary Enterprise Network Outsourcing Market Forecasts	ES-3
Market Description	ES-5

ENTERPRISE NETWORK OUTSOURCING MARKET DESCRIPTION

1. ENTERPRISE NETWORK OUTSOURCING MARKET DESCRIPTION	1-1
1.1 Types Of Outsourcing For Enterprises	1-1
1.1.1 Tasks In A Network Outsourcing Build	1-1
1.2 Value of Large Size for Vendor	1-4
1.3 Network Operation Outsourcing	1-5
1.4 Methodology	1-7
1.5 Types Of Vendors	1-8
1.6 Network Outsourcing Industry Structure	1-9
1.7 Guide To The Report	1-10
1.8 Network Outsourcing Market Structure	1-11
1.9 Selection of Outsourcers	1-12
1.10 Market Structure Viewed By Standalone Outsourcers	1-14
1.11 Market Structure Viewed By Computer Equipment Manufacturers	1-15
1.12 Market Structure Viewed By Telecommunications Equipment Manufacturers	1-17
1.13 Market Structure From The Viewpoint Of Telecommunications Services Vendors	1-18

ENTERPRISE NETWORK OUTSOURCING MARKET FORECASTS

2. ENTERPRISE NETWORK OUTSOURCING MARKET SHARES AND MARKET FORECASTS	2-1
2.1 Market Driving Forces	2-1
2.1.1 Types Of Enterprise Outsourcing	2-3
2.1.2 Network Outsourcing Build Assignment	2-3
2.1.3 Computer (IT) Outsourcing	2-4
2.2 Network Outsourcing Market Assessment	2-6
2.3 Network Outsourcing Market In Ten Years	2-7

2.4	Enterprise Network Outsourcing Market Share Analysis	2-8
2.4.1	Summary Market Shares	2-8
2.4.2	Company Market Classification	2-13
2.4.3	Telecommunications Equipment Provider Market Shares	2-15
2.4.4	Telecommunications Services Provider Market Shares	2-18
2.4.5	Computer Equipment Provider Market Shares	2-21
2.4.6	Independent Outsourcing Provider Market Shares	2-23
2.4.7	Systems Integrator Provider Market Shares	2-24
2.5	Enterprise Network Outsourcing Market Forecasts	2-26
2.5.1	Summary Enterprise Network Outsourcing Market Forecasts	2-27
2.5.2	Enterprise Network Outsourcing Market Segments	2-30
2.5.3	Telecommunications Equipment Provider Segment	2-33
2.5.4	Telecommunications Services Provider Segment	2-34
2.5.5	Computer Equipment Provider Segment	2-36
2.5.6	Standalone Independent Outsourcing Provider Segment	2-36
2.5.7	Systems Integrator Provider Segment	2-39
2.6	Network Building Versus Network Operations	2-40
2.7	Enterprise Network Outsourcing Regional Analysis	2-41
2.8	Strategic Analysis	2-42

ENTERPRISE NETWORK OUTSOURCING EQUIPMENT PRODUCTS

3. NETWORK BUILD OUTSOURCING PRODUCTS AND SERVICES	3-1
3.1	Network Outsourcing Services Provided 3-1
3.2	Network Needs Analysis 3-2
3.2.1	Network Design 3-4
3.3	Network Construction 3-7
3.3.1	Example of a Network Build Outsourcing
	Assignment for AT&T Solutions 3-9
3.4	Types of Network Outsourcing Companies 3-10
3.4.1	Standalone systems integrators and outsourcers 3-11
3.4.2	Computer equipment companies 3-12
3.4.3	Telecommunications Equipment Manufacturers 3-12
3.4.4	Telecommunications Service Providers 3-13
3.5	Accenture 3-15
3.5.1	A Case Example 3-19
3.5.2	Strategy 3-20
3.6	AT&T Solutions 3-20
3.6.1	AT&T Solutions 3-21
3.6.2	A Case Example for AT&T Solutions 3-24
3.6.3	AT&T Solutions Strategy 3-26
3.7	Avaya 3-26
3.7.1	Avaya Services 3-28
3.7.2	Avaya Case Example 3-29
3.7.3	Avaya Strategy 3-30
3.8	Cap Gemini Ernst & Young 3-30
3.8.1	Cap Gemini Ernst & Young Products 3-31
3.8.2	Cap Gemini Ernst & Young Strategy 3-32
3.9	Computer Science Corporation (CSC) 3-32
3.9.1	CSC Case Examples 3-35
3.9.2	CSC Strategy 3-36
3.10	EDS 3-37
3.10.1	EDS Products 3-38
3.10.2	EDS Case Example 3-38
3.10.3	EDS Strategy 3-39
3.11	Genuity 3-40

3.11.1	Genuity Products	3-40
3.11.2	Genuity Strategy	3-41
3.12	Hewlett-Packard	3-42
3.12.1	HP Outsourcing	3-42
3.12.2	HP Case Example	3-43
3.12.3	HP Strategy	3-44
3.13	IBM Global Services	3-44
3.13.1	IBM Networking Services	3-47
3.13.2	IBM Infrastructure For Real-Time Network	3-47
3.13.3	IBM Outsourcing Addresses Business Need	3-49
3.13.4	An IBM Global Services Case Example	3-52
3.13.5	IBM Global Services Strategy	3-53
3.14	KPMG	3-54
3.14.1	KPMG Services	3-55
3.14.2	KPMG Strategy	3-56
3.15	NEC Corporate Networks Group	3-56
3.15.1	NEC NECCare	3-56
3.15.2	NEC Strategy	3-57
3.16	Nortel Networks	3-57
3.16.1	Nortel Professional Services	3-58
3.16.2	Nortel Case Example	3-59
3.16.3	Nortel Strategy	3-59
3.17	PricewaterhouseCoopers	3-59
3.17.1	PricewaterhouseCoopers Services	3-60
3.17.2	PricewaterhouseCoopers Strategy	3-61
3.18	Qwest Communications	3-61
3.18.1	Qwest Services	3-62
3.18.2	Qwest Case Example	3-63
3.18.3	Qwest Strategy	3-63
3.19	SAIC	3-63
3.19.1	SAIC Services	3-64
3.19.2	SAIC Strategy	3-65
3.20	Sprint	3-65
3.20.1	Sprint Services	3-66
3.20.2	Sprint Case Example	3-67
3.21	Verizon	3-67
3.21.1	Verizon Enterprise Solutions	3-67
3.21.2	Verizon Strategy	3-69
3.22	WorldCom	3-70
3.22.1	WorldCom Products	3-71
3.22.2	WorldCom Case Example	3-73
3.22.3	WorldCom Strategy	3-73

ENTERPRISE NETWORK OUTSOURCING TECHNOLOGY

4. MAJOR SYSTEMS INTEGRATORS	4-1	
4.1	Accenture	4-1
4.1.1	Marketing Strategy	4-1
4.1.2	Redefining Supply Chains	4-3
4.1.3	Business Process Integration	4-3
4.1.4	Flexible Business Models	4-3
4.1.5	Management And Technology Consulting Services	4-5
4.1.6	Service Lines	4-5

4.1.7	Strategy And Business Architecture	4-6
4.2	Ariba	4-6
4.3	Broadvision	4-8
4.4	Cap Gemini Ernst & Young	4-9
4.4.1	Integration Framework	4-10
4.4.2	Interface Structures	4-12
4.4.3	Integration Framework	4-13
4.5	Commerce One	4-14
4.6	Deloitte Consulting	4-15
	4.6.1 Health Care Enterprise Application Integration (EAI) Solution Set	4-16
4.6.2	Advanced Mobile Services	4-17
4.7	IBM Global Services	4-17
4.7.1	Billion Information Technology Services	4-18
4.7.2	Traditional Lines Of Business	4-19
4.7.3	Balance Of Power Shifts From Producers To Consumers	4-21
4.8	KPMG Consulting	4-21
4.8.1	Vitria / KPMG Consulting Strategic Alliance	4-22
4.8.2	KPMG Consulting Positioning	4-23
4.8.3	Supply Chain Management	4-25
4.9	Open Market	4-25
4.10	PricewaterhouseCoopers	4-26
4.10.1	Management Consulting Services	4-27
4.10.2	Determinet	4-28
4.11	SAIC	4-28
4.11.1	SAIC / Bristol-Myers Squibb Information Technology	4-28

ENTERPRISE NETWORK OUTSOURCING COMPANY PROFILES

5. PROFILES OF COMPANIES PROVIDING ENTERPRISE SYSTEMS INTEGRATION AND OUTSOURCING	5-1
5.1 Network Systems Integration	5-1
5.2 Alcatel	5-1
5.2.1 Alcatel Acquisition Of Astral Point Communications	5-2
5.2.2 Alcatel Customers	5-3
5.2.3 Digital (Philippines) / Alcatel	5-3
5.2.4 Sichuan Unicom (China)	5-3
5.2.5 Alcatel Fourth Quarter and Full Year 2001 Results	5-4
5.2.6 Response to Economic Decline	5-5
5.2.7 Alcatel Geographical Distribution Of Sales 2001	5-6
5.2.8 Alcatel Segment Analysis 2001	5-8
5.2.9 Alcatel Business Analysis Carrier Networking	5-8
5.2.10 Alcatel Optics	5-9
5.2.11 Alcatel e-Business	5-10
5.2.12 Alcatel Optronics 4th Quarter and Full Year 2001 Results	5-11
5.2.13 Alcatel Optronics	5-11
5.2.14 Alcatel Softswitches	5-12
5.2.15 Alcatel Integration	5-13
5.3 Avaya	5-14
5.3.1 Avaya Revenue	5-15
5.3.2	5-15
5.3.3 Avaya / Quintus	5-16
5.3.4 Avaya Outsourcing	5-16
5.3.5 Avaya Positioning Strategy	5-17
5.3.6 Avaya Organizational Strategy	5-18
5.3.7 Avaya Reorganization	5-19

5.3.8	Avaya Products	5-20
5.3.9	Avaya Eclips Portfolio	5-22
5.3.10	Avaya Customers	5-23
5.4	Cisco Systems	5-23
5.4.1	Cisco Net Sales / Revenue	5-24
5.4.2	Cisco Routers	5-27
5.4.3	Cisco Switches	5-28
5.4.4	Cisco Access	5-28
5.4.5	Cisco Service Provider Packet Switching and Routing	5-29
5.4.6	Cisco IOS Software	5-30
5.4.7	Cisco Softswitch	5-31
5.4.8	Cisco Systems / Vida Networks	5-31
5.5	EDS	5-32
5.6	Ericsson	5-34
5.6.1	Ericsson Customers	5-34
5.6.2	Ericsson and Samsung	5-36
5.6.3	Cingular Wireless / Ericsson	5-36
5.6.4	Ericsson CDMA Systems	5-37
5.6.5	WLAN From Ericsson	5-37
5.6.6	Ericsson / Juniper EJM Mobile IP	5-38
5.6.7	Ericsson PBX	5-38
5.6.8	Ericsson Revenue 2001	5-39
5.6.9	Multi-Service Networks	5-42
5.6.10	Internet Applications	5-42
5.7	Fujitsu	5-43
5.7.1	Fujitsu Network Communications	5-43
5.7.2	Fujitsu Sonet	5-44
5.7.3	Fujitsu DWDM	5-45
5.7.4	Fujitsu Network Communications Optical Transport Solutions	5-46
5.7.5	Fujitsu Network Communications Revenue	5-46
5.7.6	Fujitsu FY2001 Third Quarter Financial Results	5-47
5.7.7	Services & Software	5-48
5.7.8	Information Processing	5-48
5.7.9	Telecommunications	5-49
5.7.10	Electronic Devices	5-49
5.7.11	Fujitsu Telecommunications Europe Limited	5-50
5.8	Hewlett Packard	5-50
5.8.1	Hewlett Packard / Compaq Merger	5-53
5.8.2	Hewlett Packard IT Services	5-55
5.9	International Business Machines	5-55
5.9.1	IBM Network Outsourcing	5-56
5.10	Lucent Technologies	5-57
5.10.1	Service Provider Networks	5-57
5.11	Lucent Technologies	5-58
5.11.1	Segment Revenues	5-59
5.11.2	Lucent Sale Of Optical Fiber Business	5-61
5.11.3	Lucent Sale Of Manufacturing Operations	5-63
5.11.4	Agere	5-63
5.11.5	Lucent Softswitch / Level 3	5-64
5.12	Motorola	5-65
5.12.1	Motorola Cost Reduction Actions	5-66
5.12.2	Motorola Customers	5-67
5.12.3	Commercial, Government and Industrial Solutions Segment	5-67
5.12.4	Broadband Communications Segment	5-67
5.12.5	Semiconductor Products Segment	5-68
5.12.6	Motorola Revenue	5-69
5.12.7	Motorola 2001 Acquisitions	5-71
5.13	NEC	-72

5.13.1	NEC Handsets	5-73
5.13.2	NEC Handset Customers	5-74
5.13.3	NEC Third Quarter Revenue of the Fiscal Year Ending March 31, 2002	5-74
5.13.4	NEC Networks	5-75
5.13.5	NEC Solutions (America)	5-79
5.14	Nokia	5-80
5.14.1	Nokia Networks	5-80
5.14.2	Nokia Customers	5-81
5.14.3	Nokia Mobile Phones	5-81
5.14.4	Open Mobile Architecture Initiative	5-82
5.14.5	Nokia Networks	5-82
5.14.6	Nokia Ventures Organization	5-83
5.14.7	Nokia Revenue	5-83
5.14.8	Nokia Broadband DSL	5-84
5.14.9	Nokia / Proximus	5-85
5.14.10	Smart Communications (Philippines) / Nokia	5-86
5.14.11	Orange(UK) / Nokia	5-86
5.14.12	Nokia Provider Partnerships	5-86
5.14.13	Nokia Revenue	5-87
5.14.14	Nokia Acquisitions	5-88
5.14.15	Nokia Joint Initiatives	5-89
5.15	Nortel	5-90
5.15.1	Strategies	5-90
5.15.2	Lines Of Business	5-90
5.15.3	Nortel Enterprise Solutions	5-91
5.15.4	Nortel Networks Services	5-92
5.15.5	Nortel Networks Realignment Plan	5-93
5.15.6	Nortel Reorganization	5-93
5.15.7	Nortel Networks Optical Networks	5-94
5.15.8	Nortel Networks Customers	5-95
5.15.9	Nortel Networks Open Optical Dense- Wavelength Division Multiplexing (DWDM) System	5-97
5.15.10	IP-Ready Open Optical Interfaces	5-98
5.15.11	Nortel Networks Optical Packet Network Solution	5-99
5.15.12	IP Data Services	5-100
5.15.13	Sonet/SDH	5-101
5.15.14	Optical Ip Network Backbones	5-101
5.15.15	Acquisitions	5-101
5.15.16	Focus On Solutions	5-102
5.15.17	Nortel Revenues	5-103
5.15.18	Motorola / Nortel in Wireless Merger Talks	5-104
5.15.19	Nortel Networks / Sprint	5-105
5.15.20	Nortel Networks / Cingular	5-106
5.16	Siemens	5-106
5.16.1	Siemens Information And Communication Networks	5-107
5.16.2	Siemens Corporate	5-107
5.16.3	Reorganization Of Siemens Information And Communication Networks Group	5-108
5.16.4	Siemens Strategic Partnership With Quintus Corporation	5-109
5.16.5	HiPath Procenter Strategy	5-110
5.16.6	HiPath Enterprise Convergence Architecture	5-110
5.16.7	Siemens Surpass	5-110
5.16.8	Siemens Customers	5-111
5.16.9	Siemens Information And Communication Networks	5-112
5.16.10	Siemens U.S.	5-113
5.16.11	Siemens Global Leadership Positions	5-113
5.16.12	Information and Communication Networks (ICN)	5-115

5.16.13	Siemens / Unisphere Solutions	5-117
5.16.14	Siemens ICN Positioning	5-117
5.16.15	Information and Communication Mobile (ICM)	5-119
5.16.16	Motorola and Siemens	5-120
5.16.17	Siemens Revenue	5-122

List of Tables and Figures

ENTERPRISE NETWORK OUTSOURCING EXECUTIVE SUMMARY

Table ES-1	ES-1
Key Forces That Drive Market For Enterprise Network Outsourcing	
Figure ES-2	ES-3
Global Enterprise Network Outsourcing Market Forecasts, Dollars, 2002-2007	

ENTERPRISE NETWORK OUTSOURCING MARKET DESCRIPTION

Table 1-1	1-2
Tasks In A Network Outsourcing Build Assignment	
Table 1-2	1-6
Enterprise Networks Outsourced	
Table 1-3	1-7
Network Operation Outsourcing Functions	
Table 1-4	1-9
Types Of Outsourcing Vendors	
Table 1-5	1-12
Types Of Outsourcers	

ENTERPRISE NETWORK OUTSOURCING MARKET FORECASTS

Table 2-1	2-1
Key Forces That Drive Market For Enterprise Network Outsourcing	
Table 2-2	2-7
Changes In The Networks Built And Operated By Outsourcers	
Figure 2-3	2-9
Global Enterprise Communications Outsourcing Revenue Market Shares, Dollars, 2001	
Table 2-4	2-10
Global Enterprise Communications Outsourcing Revenue Market Shares, Dollars, 2001	
Figure 2-5	2-11
Global Enterprise Communications Outsourcing Revenue Leading Market Participants Market Shares, Dollars, 2001	
Figure 2-6	2-12
Global Enterprise Communications Outsourcing Revenue Top Five Market Participants Market Shares, Dollars, 2001 (Hewlett Packard / Compaq)	
Table 2-7	2-13
Types of Outsourcing Organizations	
Table 2-8	2-14
Key Market Participants	
Figure 2-9	2-16
Global Enterprise Communications Outsourcing Telecommunications Equipment Provider Market Shares, 2001	
Table 2-10	2-17
Global Enterprise Communications Outsourcing Telecommunications Equipment Provider Market Shares, 2001	
Figure 2-11	2-18
Global Enterprise Communications Outsourcing	

Telecommunications Service Provider Market Shares, 2001 Table 2-12	2-19
Global Enterprise Communications Outsourcing Telecommunications Service Provider Market Shares, 2001 Figure 2-13	2-21
Global Enterprise Communications Outsourcing Computer Equipment Provider Market Shares, 2001 Table 2-14	2-22
Global Enterprise Communications Outsourcing Computer Equipment Provider Market Shares, 2001 Figure 2-15	2-23
Global Enterprise Independent Communications Outsourcing Revenue Provider Market Shares, 2001 Table 2-16	2-24
Global Enterprise Communications Outsourcing Provider Market Shares, 2001 Figure 2-17	2-25
Global Enterprise Communications Outsourcing System Integrator Market Shares, 2001 Table 2-18	2-26
Global Enterprise Communications Outsourcing System Integrator Market Shares, 2001 Figure 2-19	2-28
Global Enterprise Communications Outsourcing System Integrator Market Forecasts, 2001 Table 2-20	2-29
Global Enterprise Network Outsourcing Revenue Market Forecasts, Dollars, 2001 Figure 2-21	2-31
Global Enterprise Network Outsourcing Revenue Market Segments, 2001 Figure 2-22	2-32
Global Enterprise Network Outsourcing Revenue Market Segments, 2007 Figure 2-23	2-34
Global Enterprise Network Outsourcing Revenue Telecommunications Equipment Company Market Forecasts, Dollars, 2001 Figure 2-24	2-35
Global Enterprise Network Outsourcing Revenue Telecommunications Service Provider Company Market Forecasts, Dollars, 2001 Figure 2-25	2-36
Global Enterprise Network Outsourcing Revenue Computer Equipment Company Market Forecasts, Dollars, 2001 Figure 2-26	2-37
Global Enterprise Network Outsourcing Revenue Systems Integrator Company Market Forecasts, Dollars, 2001 Figure 2-27	2-38
Global Enterprise Network Outsourcing Revenue Independent Company Market Forecasts, Dollars, 2001	

Table 2-28	2-39
Global Enterprise Outsourcing Revenue	
Network Building Versus Network Operations, 2002-2007	
Table 2-29	2-40
Global Enterprise Network Outsourcing Shipments	
By Region, Dollars, 2001	

ENTERPRISE NETWORK OUTSOURCING EQUIPMENT PRODUCTS

Table 3-1	3-3
Network Outsourcing Needs Analysis Portfolio	
Table 3-2	3-4
Aspects Of The Network Design Process	
Table 3-3	3-6
Network Design Capabilities	
Table 3-4	3-8
Aspects of Network Construction	
Table 3-5	3-11
Categories of Network System Integrator and Network Outsourcer companies	
Table 3-6	3-13
Vendors Discussed	
Table 3-7	3-16
Characteristics of Accenture	
Table 3-8	3-17
Accenture Service Lines	
Table 3-9	3-22
AT&T Solutions	
Table 3-10	3-22
AT&T Solutions' Business Offerings	
Table 3-11	3-24
AT&T Solutions In-House Staff Capabilities	
Table 3-12	3-27
Avaya's Leadership Position	
Table 3-13	3-28
Avaya Planning And Design Services	
Table 3-14	3-29
Avaya Management And Operations Services	
Table 3-15	3-31
Management Consulting Services	
Table 3-16	3-33
CSC Product Offerings	
Table 3-17	3-35
CSC Specific IT infrastructure offerings	
Table 3-18	3-36
Some Of The Project's Accomplishments	
Table 3-19	3-37
Key Characteristics of EDS	
Table 3-20	3-38
EDS Product Lines	
Table 3-21	3-40
Genuity Services	
Table 3-22	3-41
Genuity Services	

Table 3-23	3-43
HP Outsourcing Services	
Table 3-24	3-45
Overall Statistics of IBM	
Table 3-25	3-46
Key IBM Products	
Table 3-26	3-48
IBM Strategy For Integrating The Diverse Aspects Of Business	
Table 3-27	3-51
IBM's Strategic Outsourcing Services	
Table 3-28	3-54
KPMG Services	
Table 3-29	3-55
Qwest CyberSolutions Products	
Table 3-30	3-58
Nortel Networks Professional Services	
Table 3-31	3-60
PricewaterhouseCoopers Services Offered	
Table 3-32	3-60
PricewaterhouseCoopers IT Solutions	
Table 3-33	3-61
Qwest Advanced Services	
Table 3-34	3-64
SAIC Capabilities	
Table 3-35	3-66
Sprint's Global Markets Operations	
Table 3-36	3-68
Verizon Components of Managed Network Services	
Table 3-37	3-69
Benefits of Verizon Managed Network Services	
Table 3-38	3-70
Global Reach and Scale of the WorldCom Group	
Table 3-39	3-71
WorldCom Suite of Outsourcing Products	
Table 3-40	3-72
WorldCom Items Considered In An Outsourcing Analysis	

ENTERPRISE NETWORK OUTSOURCING COMPANY PROFILES

Table 5-1	5-12
Alcatel Softswitch Positioning	
Table 5-2	5-13
Alcatel Data Network Infrastructure Voice Components	
Table 5-3	5-20
Avaya Reorganization Market Definition and Response	
Table 5-4	5-39
Ericsson Strategic Positioning For PBX Markets	
Table 5-5.	5-65
Motorola Intelligence Everywhere Solutions	
Table 5-6	5-86
Nokia Provider Partnerships	
Table 5-7	5-94
Nortel Networks Acquisitions	

Table 5-8
Nortel Networks Customers**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.

ABOUT THE PRINCIPAL AUTHORS

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.

SUSAN EUSTIS, PRESIDENT, CO-FOUNDER OF WINTERGREEN RESEARCH, HAS DONE RESEARCH IN COMMUNICATIONS AND COMPUTER MARKETS AND APPLICATIONS. SHE HOLDS SEVERAL PATENTS IN MICROCOMPUTING AND PARALLEL PROCESSING. SHE HAS THE ORIGINAL PATENTS IN ELECTRONIC VOTING MACHINES. SHE HAS NEW PATENT APPLICATIONS IN FORMAT VARYING, MULTIPROCESSING, AND ELECTRONIC VOTING. SHE IS THE AUTHOR OF RECENT STUDIES OF THE REGIONAL BELL OPERATING COMPANIES' MARKETING STRATEGIES, INTERNET EQUIPMENT, BIOMETRICS, A STUDY OF INTERNET EQUIPMENT, WORLDWIDE TELECOMMUNICATIONS EQUIPMENT, TOP TEN TELECOMMUNICATIONS, DIGITAL LOOP CARRIER, WEB HOSTING, WEB SERVICES, AND APPLICATION INTEGRATION MARKETS. MS. EUSTIS IS A GRADUATE OF BARNARD COLLEGE.

ORDER FORM

Return To: WinterGreen Research, Inc.

6 Raymond Street

Lexington, MA 02421 USA

Phone: (781) 863-5078 --- Fax: (781) 863-1235 or (781) 860-0897

PLEASE ENTER MY ORDER FOR:

Enterprise Network Outsourcing
Market Strategies and Forecasts
2002-2007

-ALL REPORTS ARE AVAILABLE IN EITHER PRINT OR PDF-

PDF

PRINT

___ ENCLOSED IS MY CHECK FOR \$2,800 FOR SINGLE COPY, \$3,800 FOR WEB SITE POSTING

___ PLEASE BILL MY COMPANY USING P.O. NUMBER _____

___ PLEASE CHARGE MY MASTERCARD/VISA/AMERICAN EXPRESS ___

CARD NUMBER _____ EXP. DATE _____

If charging to a Credit card you may e-mail the order form, but not the card information

Fax or Call with credit card information - Do not send card number as e-mail - You may send the order as e-mail

___ ADDITIONAL COPIES, @ \$375 (EXTRA COPY PRICE IN EFFECT ONLY WITH INITIAL ORDER)

NAME _____ TITLE _____

SIGNATURE _____

COMPANY _____ DIVISION _____

ADDRESS _____

CITY _____ STATE / ZIP _____

TELEPHONE _____

FAX _____

EMAIL _____

*PLEASE NOTE: RESIDENTS OF MASSACHUSETTS AND CONNECTICUT MUST INCLUDE APPROPRIATE SALES TAX
SUBSCRIBERS OUTSIDE THE UNITED STATES MUST PROVIDE PREPAYMENT IN U.S. FUNDS*