Enterprise Networks

Global, in-depth coverage of data and communication networks deployed by small and medium businesses, enterprises, and government organizations

DELIVERABLES

- **Market trackers (3), market database (1)** – Worldwide and regional market size and share information; historic and forecasted through 2022

- **Market reports (2)** – Detailed examination of market and technical trends

- **Surveys (2)** – In-depth interviews with technology buyers about their purchasing plans, drivers, challenges, etc.

- **Market insights (~12)** Analyst commentary on market shifts, technology and regional developments, vendors, events, and more

- **Briefings** – Quarterly scheduled briefings with analysts on research highlights from all aspects of the market

- **Analyst access** – For prompt responses to urgent and unique questions

Market trackers, market reports, and market database – Delivered in Excel and accompanied by written PDF analysis:

- **Enterprise Routers Market Tracker** – Forecasts, analysis, and trends for mid-range, branch office, low-end/SOHO, and virtual routers

- **Ethernet Switches Market Tracker** – Forecasts, analysis, and trends for managed, web-managed, and unmanaged switches by port speed

- **WLAN Equipment Market Tracker** – Forecasts, analysis, and trends for WLAN access points and controllers

- **Network Monitoring Equipment Market Report** – Forecasts, analysis, and trends for network monitoring switches and taps

- **Cloud Managed Networking Market Report** – Forecasts, analysis, and trends for cloud-managed equipment, including Wi-Fi, switches, and WAN gateways

- **Ethernet Switches – Campus vs Data Center Market Database** (data only) – Forecasts for switches by deployment application

Surveys – Delivered in PDF:

- **WLAN Strategies Survey** – Takes an in-depth look at the access networks of medium-to-large companies and their plans for delivering wireless connectivity in the workplace to new types of devices

- **Edge Connectivity Strategies Survey** – Explores how enterprise edge connectivity is evolving, including traffic growth, connectivity, new technologies, equipment, suppliers, SD-WAN, and spending

Research Coverage

Market Trackers/Reports/ Databases	Measures	Coverage
Enterprise Routers* (quarterly)	Vendor market share Revenue Units Ports ARPU	Mid-range routers Branch office routers Low-end/SOHO routers vRouters (virtual routers) Ports by type (T1/E1/J1, T3/E3/J3, OC-3/STM1, OC-12/STM4, DSL/cable, Ethernet)
Ethernet Switches* (quarterly)	Vendor market share Revenue Ports ARPU	Fixed unmanaged switches Fixed web-managed switches Fixed fully managed switches Chassis switches Ports by speed (100ME, 1GE copper vs fiber, 2.5GE, 10GE copper vs fiber, 25GE, 40GE, 50GE, 100GE, 200GE, 400GE)
WLAN Equipment (quarterly)	Vendor market share Revenue Units SaaS-managed APs ARPU	Access points (independent, interactive, outdoor) Access point technology (802.11a/b/g, n, Wi-Fi 5 Wave1, Wi-Fi 5 Wave2, Wi-Fi 6) Controllers (hardware, virtual appliances, SaaS) Revenue by vertical (carrier, education, finance, government, healthcare, hospitality, manufacturing, retail, venues)
Network Monitoring Equipment (annual)	Vendor market share Revenue Ports	Monitoring switches (standard vs advanced vs open) Switch ports by speed (1GE, 10GE, 40GE, 100GE, 400GE) Taps/bypass switches Revenue by vertical (enterprise, government, service provider)
Cloud Managed Networking (annual)	Vendor market share Equipment revenue SaaS revenue Managed devices	Wi-Fi access points Ethernet switches WAN gateways
Ethernet Switches – Campus vs Data Center (quarterly)	Vendor market share Revenue Ports ARPU	Campus switches Data center switches Ports by speed (100ME, 1GE copper vs fiber, 2.5GE, 10GE copper vs fiber, 25GE, 40GE, 50GE, 100GE, 200GE, 400GE)

Research Coverage (continued)

Other Deliverables	Details
WLAN Strategies Survey (annual)	Interviews with at least 150 purchase-decision makers at enterprises in the US and Canada about their wireless LAN technology and spending plans, WLAN architecture, network-connected devices, users, traffic drivers, preferred suppliers, and vendor ratings
Edge Connectivity Strategies Survey (annual)	Interviews with at least 150 purchase-decision makers at enterprises in the US and Canada about edge connectivity, including growth and drivers, new types of connectivity and technologies, equipment, features, preferred suppliers, SD-WAN, and spending

Regions	Sample Companies (see abstracts for full lists)	
Worldwide	Adtran	H3C
North America (US and Canada)	Apresia	HPE
Europe, the Middle East, Africa (EMEA)	Aerohive	Huawei
Asia Pacific (including Japan and Australia)	Alcatel-Lucent	Juniper
Caribbean and Latin America (including Mexico)	Enterprise	NEC
	Arista	Netgear
*All market trackers include additional data breakouts and analysis for China and Japan	Cisco	NetScout
	D-Link	OneAccess
	Dell	Teldat
	Extreme	Ubiquiti
	Gigamon	ZTE

Related Intelligence Services

Cloud Enterprise Services
Cybersecurity Technology
Data Center Networks
Enterprise & Service Provider Routing & Switching
Enterprise Voice, Video & Unified Communication

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