



## TECHNOLOGY INTELLIGENCE SERVICE

# Enterprise & Service Provider Routing & Switching - Premium

### DELIVERABLES

#### – **Market Trackers & Databases (8)**

Worldwide and regional market size and share information; historic and forecasted through 2022.

#### – **Surveys (4)** – 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.

Total visibility into the routing and switching market, including overall equipment market leaders and the trends and plans of service providers and enterprises

*Combines coverage from the Service Provider Routing & Switching and Enterprise Networks intelligence services and adds total routing and switching databases*

**Market Trackers** – Delivered in Excel and accompanied by written PDF analysis:

- **Service Provider Routers & Switches** – Forecasts, analysis and trends for carrier routers and switches
- **Enterprise Routers** – Forecasts, analysis and trends for mid-range, branch office, low-end/SOHO and virtual routers
- **Ethernet Switches** – Forecasts, analysis and trends for managed, web-managed and unmanaged switches
- **Ethernet Access Devices** – Forecasts, analysis and trends for Ethernet access devices
- **WLAN Equipment** – Forecasts, analysis and trends for wireless LAN access points and controllers
- **Network Monitoring Equipment** – Forecasts, analysis and trends for network monitoring switches and taps

**Market Databases** – Delivered in Excel (data only):

- **Enterprise & Service Provider Routers** – Combines enterprise router and service provider router data for a total view of the router market
- **Enterprise & Carrier Ethernet Switches** – Combines enterprise switch and service provider switch data for a total view of the switch market

## Surveys – Delivered in PDF:

- **Router & Switch Vendor Leadership: Service Provider Survey** – Insights into service provider opinions of manufacturers of edge and core routers, vRouters and carrier Ethernet switches
- **Routing, NFV & Packet-Optical Strategies Survey** – Analyzes the plans of service providers for emerging technologies affecting router network architecture, such as NFV, SDN, virtual routers, 100GE and packet-optical
- **WLAN Strategies North American Enterprise Survey** – Assesses the plans and needs of enterprises deploying wireless LANs, including adoption of new technologies and vendor selection plans
- **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	Measures	Coverage
<b>Service Provider Routers &amp; Switches*</b> (quarterly – market share published 48+ days after the close of each quarter, full report shortly thereafter)	Vendor market shares Revenues Units Ports Port revenues by speed	Carrier Ethernet switches (CES) IP edge routers IP core routers Virtual routers (vRouters)
<b>Enterprise Routers*</b> (quarterly – market share published 40+ days after the close of each quarter, full report shortly thereafter)	Vendor market shares Revenues Units Ports ARPU	Mid-range routers Branch office routers Low-end/SOHO routers vRouters (virtual routers)
<b>Ethernet Switches*</b> (quarterly – market share published 40+ days after the close of each quarter, full report shortly thereafter)	Vendor market shares Revenues Ports ARPU	Fixed unmanaged switches Fixed web-managed switches Fixed fully managed switches Chassis switches Switch ports by speed (100ME, 1GE, 2.5GE, 10GE, 25GE, 40GE, 50GE, 100GE, 200GE, 400GE)
<b>WLAN Equipment</b> (quarterly – market share published 40+ days after the close of each quarter, full report shortly thereafter)	Vendor market shares Revenues Units ARPU Managed APs	Interactive access points Independent access points Outdoor access points Controllers (hardware, software, SaaS) Access points by technology (802.11a/b/g/n, Wi-Fi 5 [Wave1, Wave2], Wi-Fi 6)
<b>Ethernet Access Devices (EADs)</b> (biannual)	Vendor market shares Revenues Ports Units Revenue per port Revenue per unit	EADs by form factor EADs by use case Ethernet ports
<b>Network Monitoring Equipment</b> (annual)	Revenues Ports	Monitoring switches (standard, advanced, open) Monitoring taps/bypass switches Monitoring switches by speed (1GE, 10GE, 40GE, 100GE, 400GE)

## Research Coverage (continued)

Market Databases	Measures	Coverage
<b>Enterprise &amp; Service Provider Routers (Data Only)</b> (quarterly)	Vendor market shares Revenues Units Ports ARPU	Enterprise router data and service provider router data from the market trackers above
<b>Enterprise &amp; Carrier Ethernet Switches (Data Only)</b> (quarterly)	Vendor market shares Revenues Units Ports	Ethernet switch data and service provider switch data from the market trackers above
Other Deliverables	Details	
<b>Router &amp; Switch Vendor Leadership: Service Provider Survey</b> (annual)	Interviews with ~24 purchase-decision makers at operators worldwide to get their opinions and ratings of vendors, including vendors installed and under evaluation, vendor selection criteria, top suppliers and vendors leading in key technologies	
<b>Routing, NFV &amp; Packet-Optical Strategies: Service Provider Survey</b> (annual)	Interviews with ~24 purchase-decision makers at operators worldwide about their deployment plans and strategies for emerging technologies in the routing and carrier Ethernet switching space, with a focus on plans for vRouters, NFV, SDN, 100GE and using packet-optical in place of routers	
<b>WLAN Strategies North American Enterprise Survey</b> (annual)	Interviews with at least 150 purchase-decision makers at enterprises in the US and Canada about wireless LAN technology and spending plans, WLAN architecture, network-connected devices, user base, traffic drivers, top suppliers and ratings of vendors	
<b>Edge Connectivity Strategies North American Enterprise Survey</b> (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	

## Research Coverage (continued)

Regions	Sample Companies (see abstracts for full lists)	
Worldwide	Adtran	Fujitsu
North America (US and Canada)	Aerohive	Hitachi Metals
Europe, the Middle East, Africa (EMEA)	Alaxala	HPE
Asia Pacific (including Japan and Australia)	Arista	Huawei
Caribbean and Latin America (including Mexico)	Avaya	Juniper
	Brocade	NEC
	Ciena	Nokia
	Cisco	Netgear
	Compass	OneAccess
	Coriant	UTStarcom
	Ericsson	ZTE
	Extreme	

### Related Intelligence Services

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