DELIVERABLES

- **Market Trackers (9)**
  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.

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TECHNOLOGY, MEDIA & TELECOM INTELLIGENCE SERVICE

Enterprise & Service Provider Routing & Switching

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

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

- **Service Provider Routers & Switches Market Tracker** – forecasts, analysis and trends for carrier router and switch
- **Enterprise Router Market Tracker** – forecasts, analysis and trends for high-end, mid-range, branch office, low-end/SOHO, virtual routers
- **Ethernet Switches Market Tracker** – forecasts, analysis and trends for managed, web-managed, and unmanaged switches
- **Enterprise & Service Provider Routers Market Database** (Data Only) – combines enterprise router and service provider router data from the market trackers above for a total view of the router market
- **Enterprise & Carrier Ethernet Switches Market Database** (Data Only) – combines enterprise switch and service provider switch data from the market trackers above for a total view of the switch market
- **Ethernet Access Devices Market Tracker** – forecasts, analysis and trends for EAD market size
- **WLAN Equipment Market Tracker** – forecasts, analysis and trends for wireless LAN access points, and controllers
- **Network Monitoring Equipment Market Tracker** – forecasts, analysis and trends for network monitoring switches and taps
- **Ethernet & IP MPLS VPN Services Market Tracker** – forecasts, analysis and trends for service provider services to enterprises
Surveys – delivered in PDF:

- **Router & Switch Vendor Leadership: Service Provider Survey** – insights into service provider opinions of manufacturers of edge and core routers, vRouter 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 their vendor selection plans
- **Wide Area Networking (WAN) Strategies Survey** – explores how enterprise WANs are evolving, including the trends and plans of enterprises, and who the go-to equipment and service providers are

**Research Coverage**

<table>
<thead>
<tr>
<th>Market Trackers</th>
<th>Measures</th>
<th>Coverage</th>
</tr>
</thead>
</table>
| **Service Provider Routers & Switches**<sup>*</sup>  
(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)  
IP Edge (IP edge routers + CES) |
| **Enterprise Routers**<sup>*</sup>  
(quarterly – market share published 40+ days after the close of each quarter, full report shortly thereafter) | Vendor market shares  
Revenues  
Units  
Ports  
ARPU | High-end routers  
Mid-range routers  
Branch office routers  
Low-end/SOHO routers  
vRouters (virtual routers) |
| **Ethernet Switches**<sup>*</sup>  
(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, 100GE) |
| **Enterprise & Service Provider Routers Market Database (Data Only)**  
(quarterly) | Vendor market shares  
Revenues  
Units  
Ports  
ARPU | Enterprise router data + service provider router data from the market trackers above |
| **Enterprise & Carrier Ethernet Switches Market Database (Data Only)**  
(quarterly) | Vendor market shares  
Revenues  
Units  
Ports | Ethernet switch data + service provider switch data from the market trackers above |
<table>
<thead>
<tr>
<th>Market Trackers</th>
<th>Measures</th>
<th>Coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>WLAN Equipment</strong></td>
<td>Vendor market shares</td>
<td>Interactive access points</td>
</tr>
<tr>
<td>(quarterly – market share published 40+ days after the close of each quarter, full report shortly thereafter)</td>
<td>Revenues</td>
<td>Independent access points</td>
</tr>
<tr>
<td></td>
<td>Units</td>
<td>Outdoor access points</td>
</tr>
<tr>
<td></td>
<td>ARPU</td>
<td>Controllers</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Access points by technology (802.11a/b/g, n, acWave1, acWave2)</td>
</tr>
<tr>
<td><strong>Ethernet Access Devices (EADs)</strong></td>
<td>Vendor market shares</td>
<td>EADs by form factor</td>
</tr>
<tr>
<td>(biannual)</td>
<td>Revenues</td>
<td>EADs by use case</td>
</tr>
<tr>
<td></td>
<td>Ports</td>
<td>Ethernet ports</td>
</tr>
<tr>
<td></td>
<td>Units</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Revenue per port</td>
<td></td>
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<tr>
<td></td>
<td>Revenue per unit</td>
<td></td>
</tr>
<tr>
<td><strong>Network Monitoring Equipment</strong> (annual)</td>
<td>Revenues</td>
<td>Monitoring switches</td>
</tr>
<tr>
<td></td>
<td>Ports</td>
<td>Monitoring taps/bypass switches</td>
</tr>
<tr>
<td><strong>Ethernet &amp; IP MPLS VPN Services</strong> (annual)</td>
<td>Service provider revenues</td>
<td>Ethernet services (Internet/WAN access, E-Line, E-LAN)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>IP MPLS VPN services (Layer 2, Layer 3)</td>
</tr>
<tr>
<td><strong>Other Deliverables</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Router &amp; Switch Vendor Leadership: Service Provider Survey</strong> (annual)</td>
<td>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</td>
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<tr>
<td><strong>Routing, NFV &amp; Packet-Optical Strategies: Service Provider Survey</strong> (annual)</td>
<td>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</td>
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<tr>
<td><strong>WLAN Strategies North American Enterprise Survey</strong> (annual)</td>
<td>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</td>
<td></td>
</tr>
</tbody>
</table>
Research Coverage (continued)

<table>
<thead>
<tr>
<th>Regions</th>
<th>Sample Companies (see abstracts for full lists)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Worldwide</td>
<td>Adtran, Fujitsu</td>
</tr>
<tr>
<td>North America (US and Canada)</td>
<td>Aerohive, Hitachi Metals</td>
</tr>
<tr>
<td>Europe, the Middle East, Africa (EMEA)</td>
<td>Alaxala, HP</td>
</tr>
<tr>
<td>Asia Pacific (including Japan and Australia)</td>
<td>Arista, Huawei</td>
</tr>
<tr>
<td>Caribbean and Latin America (including Mexico)</td>
<td>Avaya, Juniper</td>
</tr>
<tr>
<td></td>
<td>Brocade, NEC</td>
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<tr>
<td></td>
<td>Ciena, Nokia</td>
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<td></td>
<td>Cisco, Netgear</td>
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<td></td>
<td>Compass, OneAccess</td>
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<td>Coriant, UTStarcom</td>
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<td>Ericsson, ZTE</td>
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</tbody>
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*Includes additional data breakouts and analysis for China and Japan

Related Intelligence Services

- Data Center Networks
- Mobile Backhaul & Microwave
- Optical Networks
- Cloud Enterprise Services
- Cybersecurity Technology
- SDN & NFV
- Service Provider Economics
- Service Provider VoIP & IMS
- Small Cells & Carrier WiFi
- Enterprise Voice, Video and Unified Communication

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