

Campus and Data Center Networking Priorities

Webtorials Editorial/Analyst Division

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Survey Population Highlights

- The following charts represent the views of a strictly filtered subset of all respondents:
 - All professionals involved in enterprise communications networks
 - All from organizations with > 1000 employees
 - All having at least some purchasing power or influence
- Majority of these respondents are in the US/Canada
 - About 77% US/Canada based; No significant differences worldwide
- Variety of job titles and involvement in network planning
 - Network engineers or administrators most common, followed by directors or managers of MIS/IT/IS/networking
- Details at end of slides on target and full base



Key Findings

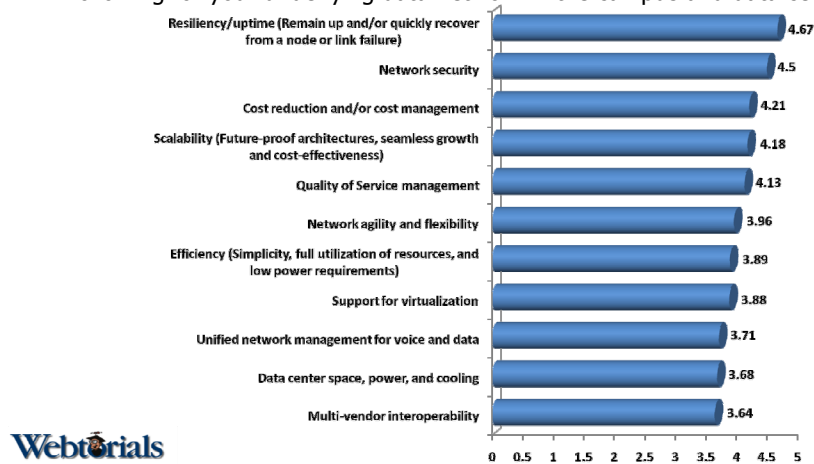
- Resiliency/uptime, network security, and cost management rated most important overall for networks supporting implementation of Unified Communications
- When asked to consider various properties of their networks, survey respondents considered
 - "Consistent high availability" and "In-service maintenance and repair" most important for network resiliency and uptime
 - "Low Total Cost of Ownership" and "Optimized designs" most important for network efficiency
 - "High-end capacity throughput" and "Future-ready architectures" most important for network scalability

Methods

- Respondents were asked to rate importance on a scale from "Not at all important" (1) to "Critical" (5). The first graph will display the average of these ratings for the subset of interest
- The second graph will show the total percentage of respondents who rated a given item "Critical" (5) or "Important" (4)
- The third shows the percentages of those rating a given item "Critical" or "Important" individually.

Overall Network Needs

- As your company implements Unified Communications (real-time video, presence, messaging, collaboration, and conferencing), how important are the following for your underlying data network in the campus and data center?

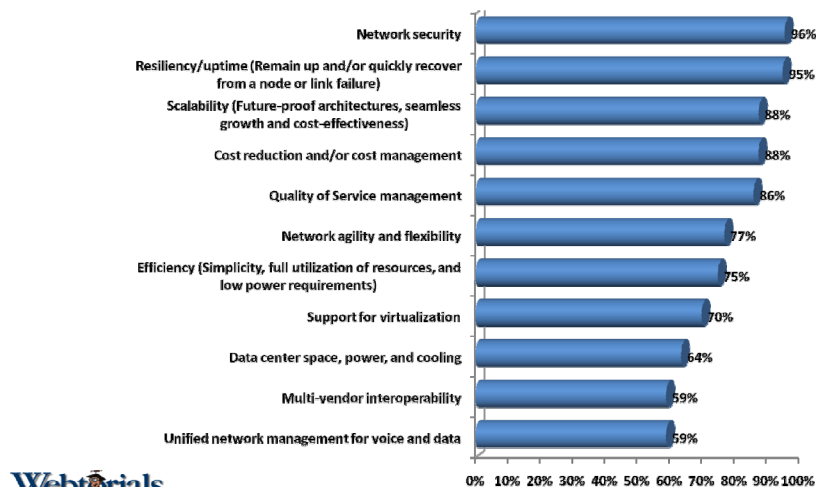


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Overall Network Needs

- Percentage of those rating the following critical or important:

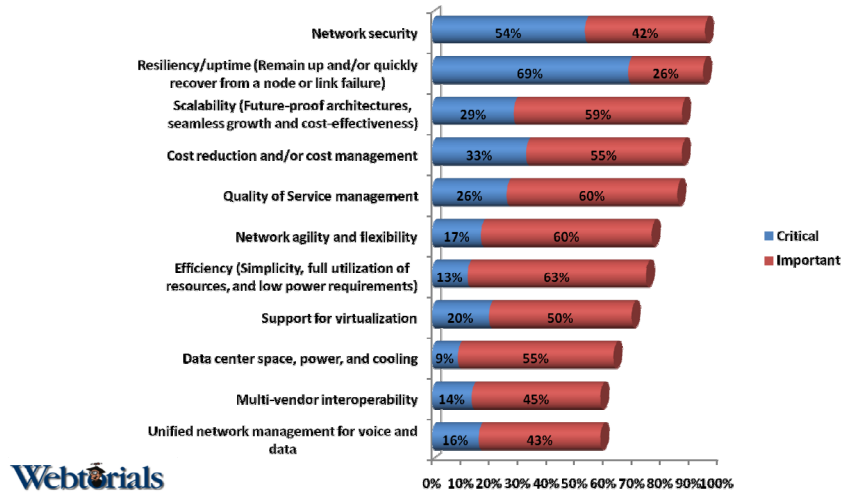


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Overall Network Needs

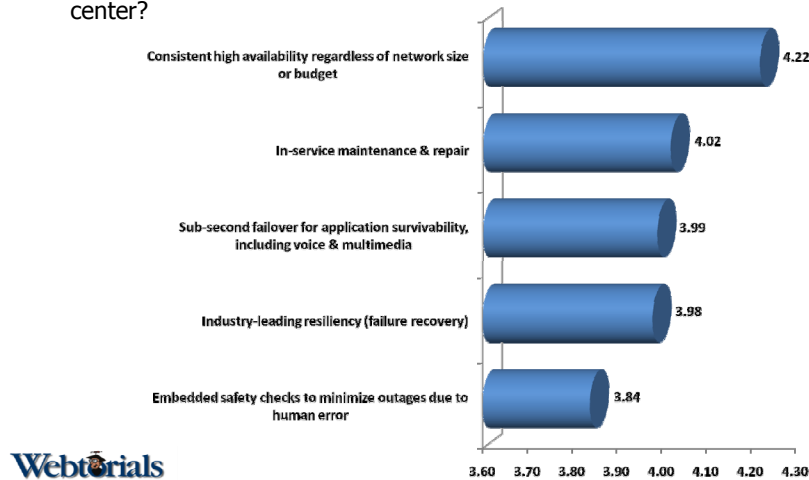
- Percentages of those rating the following critical or important:



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Network Resiliency/Uptime

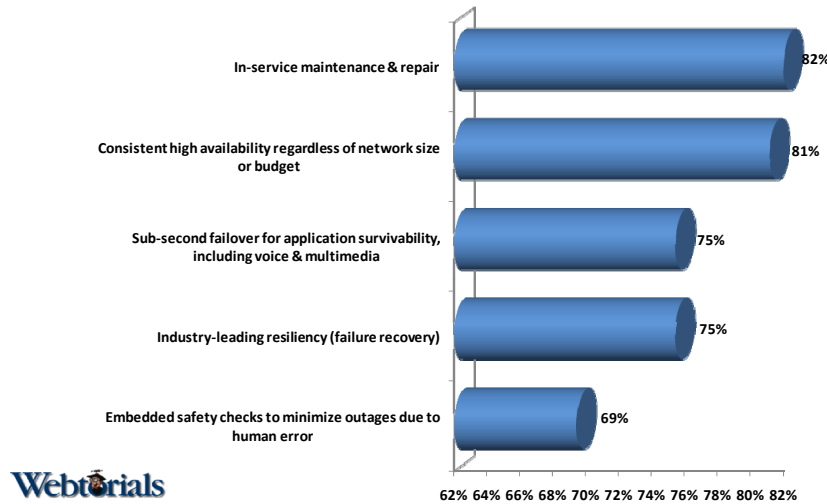
- In terms of network resiliency and uptime, how important are the following for your network in the campus and data center?



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Network Resiliency/Uptime

- Percentage of those rating the following critical or important:

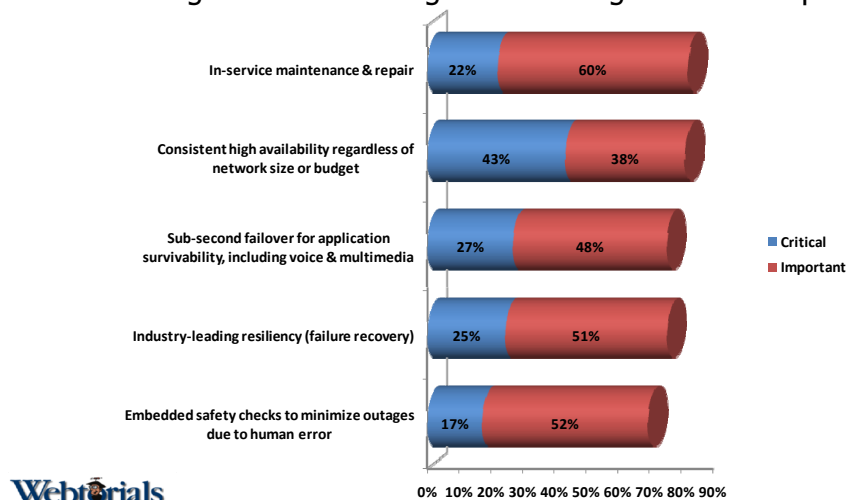


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Network Resiliency/Uptime

- Percentages of those rating the following critical or important:

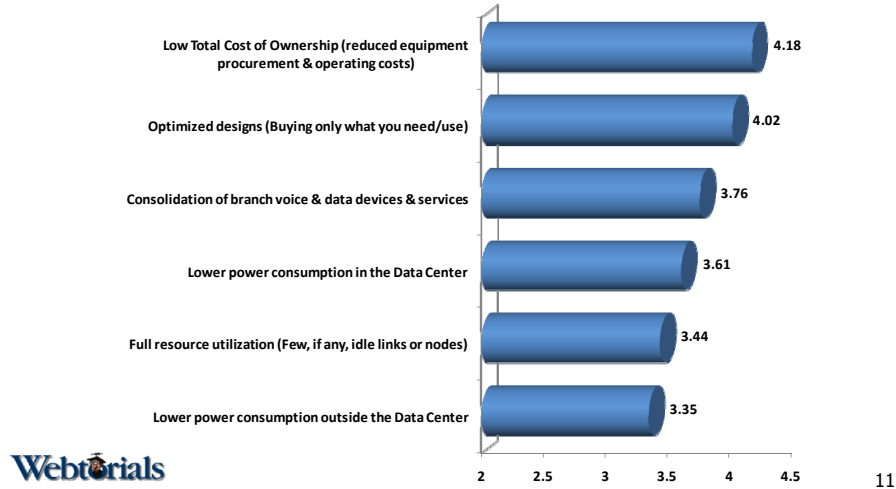


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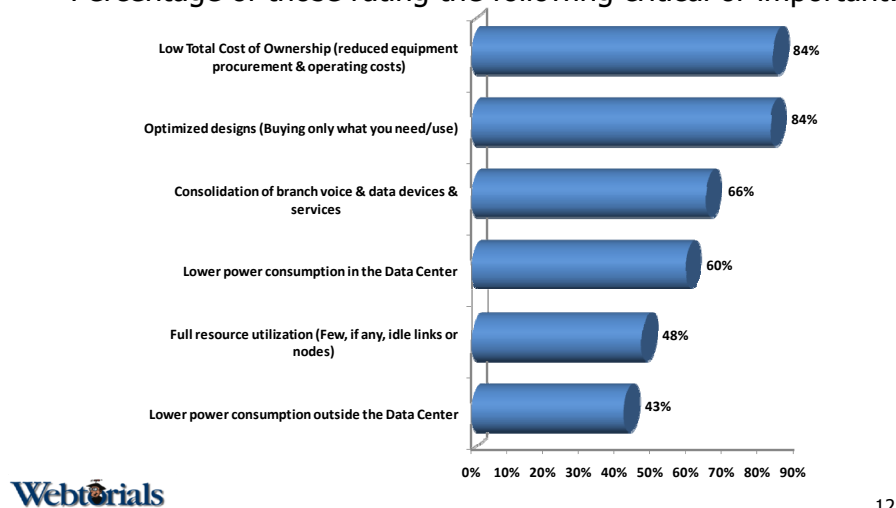
Network Efficiency

- In terms of network efficiency, how important is it that your data networking solutions for your network in the campus and data center feature:



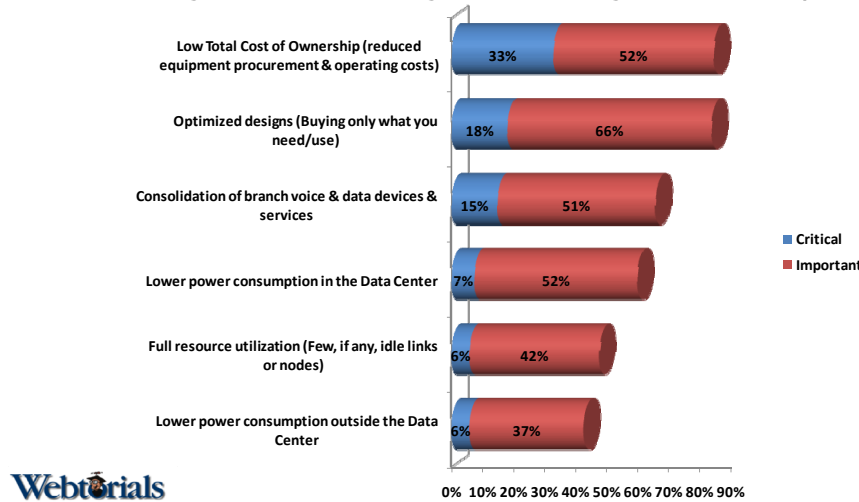
Network Efficiency

- Percentage of those rating the following critical or important:



Network Efficiency

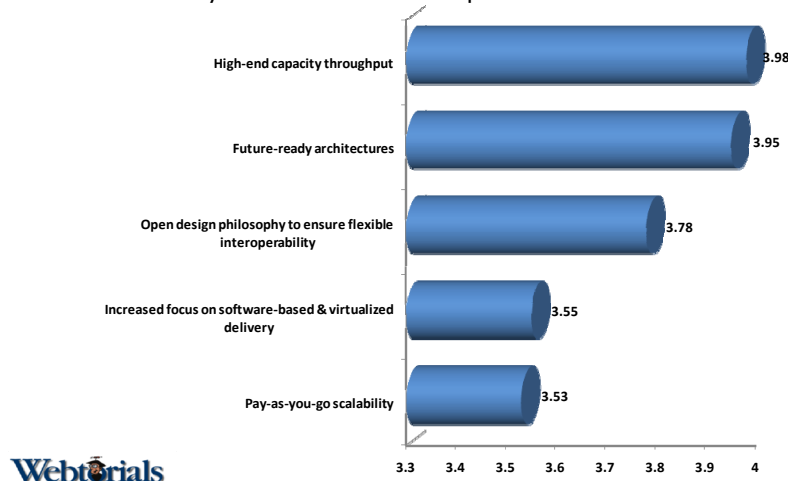
- Percentages of those rating the following critical or important:



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Network Scalability

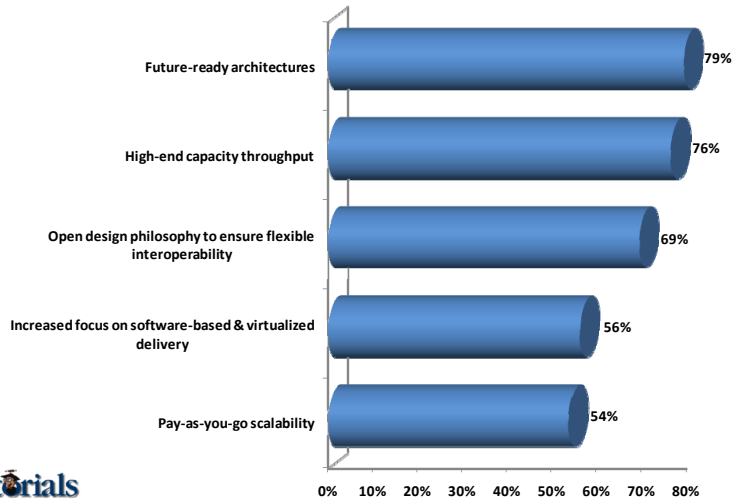
- In terms of network scalability, how important is it that your data networking solutions for your network in the campus and data center feature:



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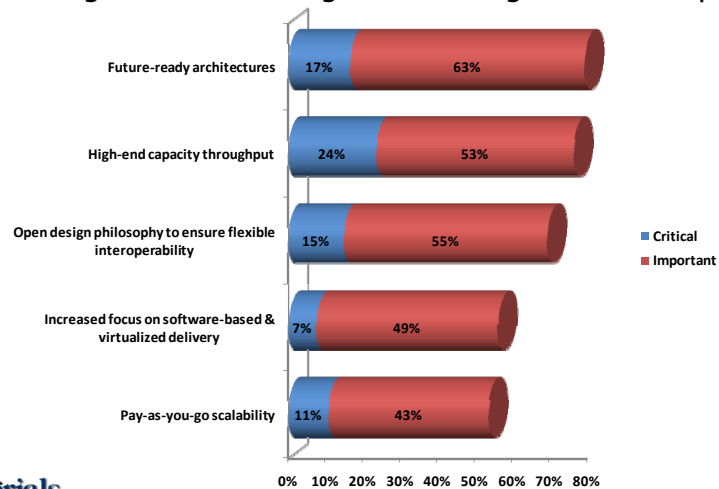
Network Scalability

- Percentage of those rating the following critical or important:



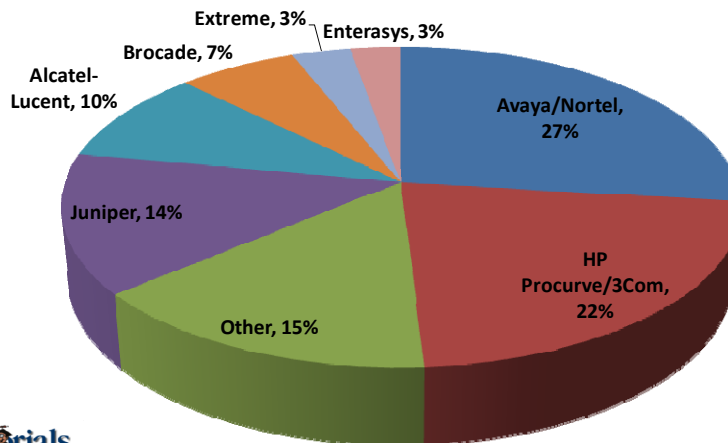
Network Scalability

- Percentages of those rating the following critical or important:



Planned Spending

- Approximately two-thirds of the planned spending is with Cisco. However, among the other spending, Avaya is in firm control of second place.

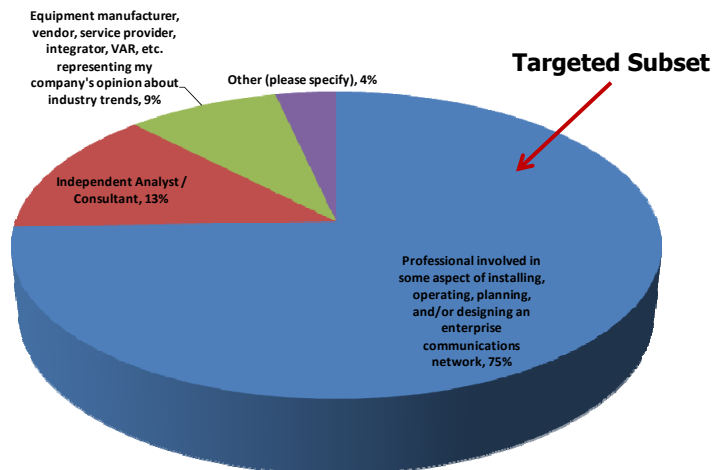


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Demographics (All)

- Please indicate which of the following best describes the perspective from which you will be answering this questionnaire.

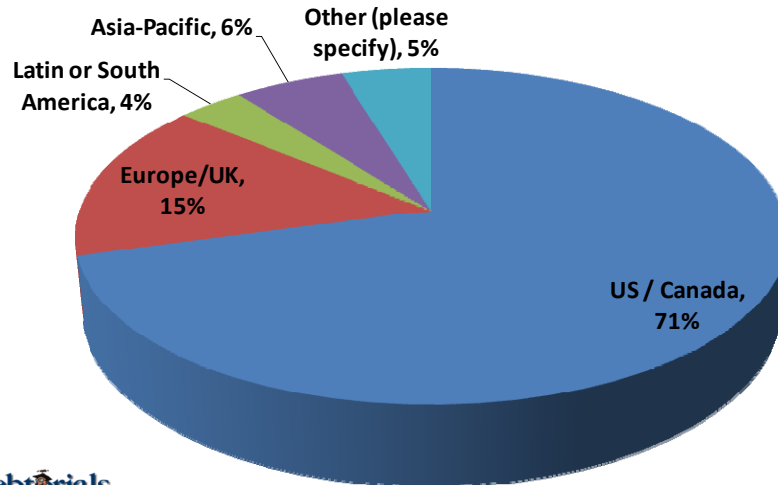


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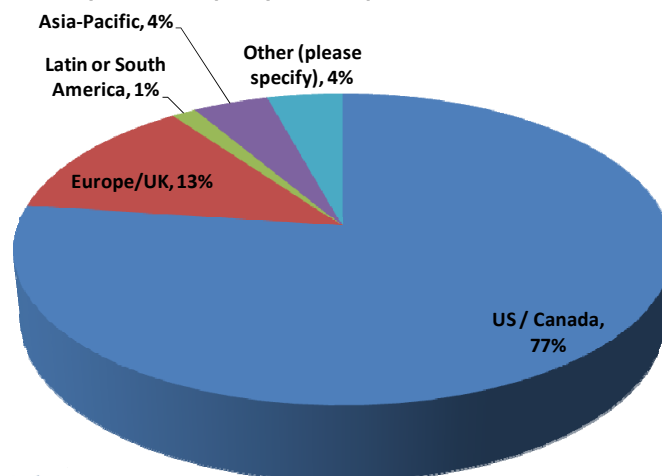
Demographics (All)

- Where is your company headquartered?



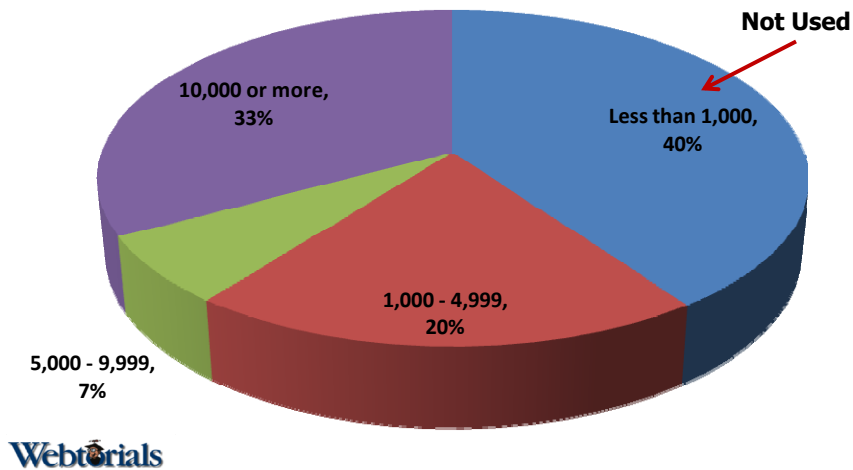
Demographics (Targeted Subset)

- Where is your company headquartered?



Demographics (All)

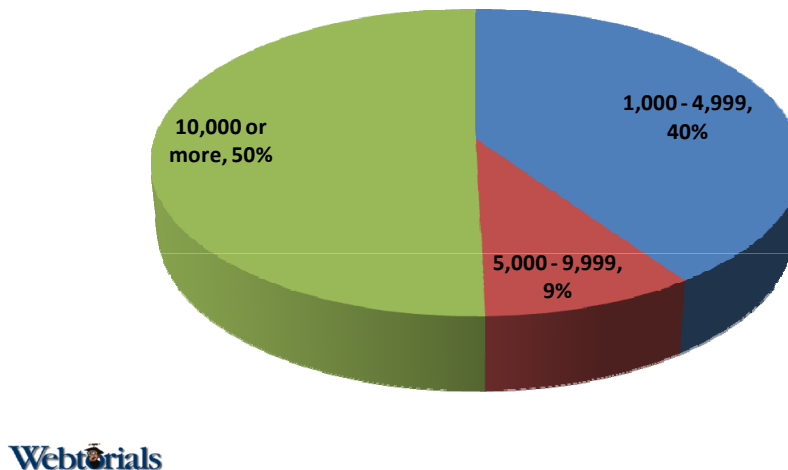
- Approximately how many full-time employees does your company employ worldwide, including all locations, branches, divisions and subsidiaries?



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Demographics (Targeted Subset)

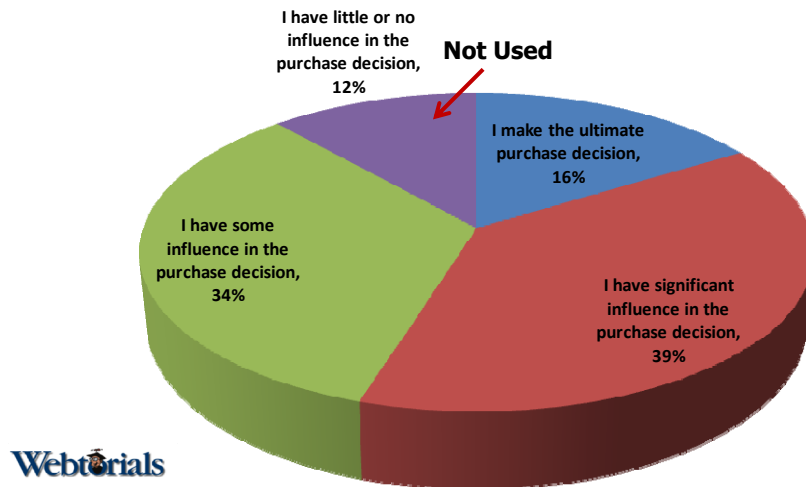
- Approximately how many full-time employees does your company employ worldwide, including all locations, branches, divisions and subsidiaries?



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Demographics (General)

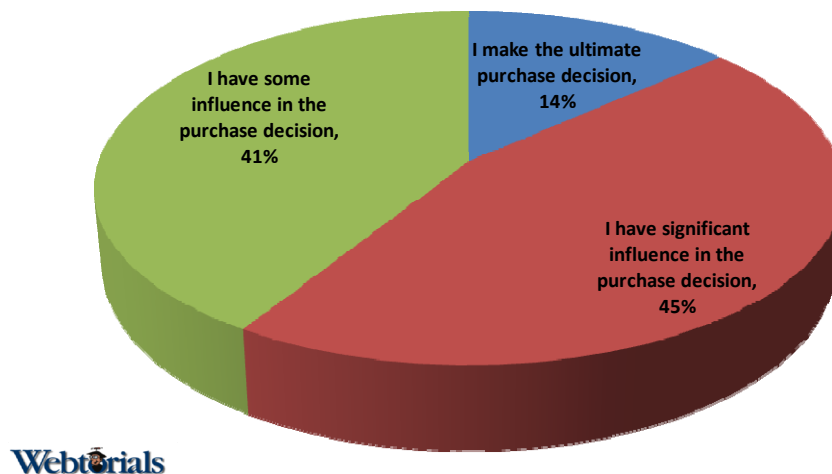
- To what degree are you personally involved in purchase decisions regarding your company's data networking products/solutions?



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Demographics (Targeted Subset)

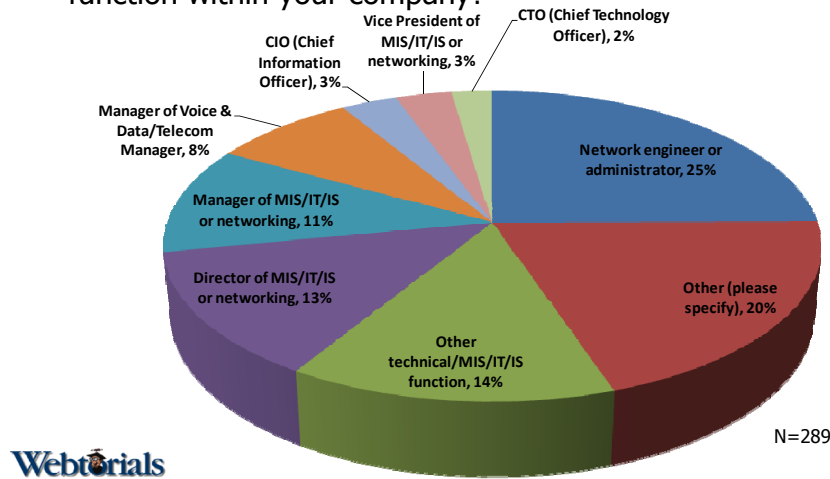
- To what degree are you personally involved in purchase decisions regarding your company's data networking products/solutions?



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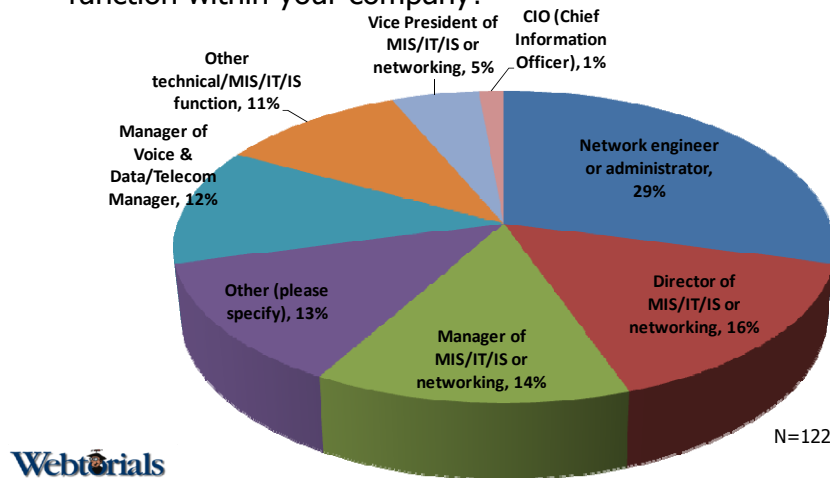
Demographics (All)

- Which one of the following best describes your primary job function within your company?



Demographics (Targeted Subset)

- Which one of the following best describes your primary job function within your company?



For more information....

- Please contact Nancy Leonard and/or Steven Taylor
 - nancy@webtorials.com
 - taylor@webtorials.com

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Webtorials
Editorial/Analyst
Division**
www.Webtorials.com

Division Cofounders:
Jim Metzler
jim@webtorials.com
Steven Taylor
taylor@webtorials.com

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