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THEINFOPRO RESEARCH SHOWS VoIP INITIATIVES CONTEMPLATED OR UNDER WAY AT NEARLY 80% OF FORTUNE 1000 AND MID-SIZED ENTERPRISES

The VoIP Market is Open for Business

NEW YORK, N.Y., November 14, 2006—79% of enterprises interviewed for TheInfoPro's latest Wave 2 Networking Study have VoIP in use today or have a policy or initiative to implement VoIP when it is technically feasible. The study also reveals that 61% indicated it will be three years or more before a majority of their voice traffic is handled through VoIP hardware. The findings are derived from 126 hour-long interviews with TheInfoPro's TIPNetwork of pre-screened Networking professionals from Fortune 1000 and Mid-sized enterprises that provide expert commentary for TIP's Networking Study.

To view a rich media presentation of findings visit:

http://www.brainshark.com/theinfo.pro/TIP_Networking_W2_Preview

"Enterprises are aware that VoIP is the wave of the future in voice networking, but they are struggling with justifying the cost of a rapid roll out. As a result, the market supplying organizations with equipment to meet their VoIP requirements is more open than other networking technologies," stated Bill Trussell, Managing Director of TheInfoPro's Networking Sector.

For large companies including Avaya, Nortel, Cisco, NEC, Mitel, Siemens, Alcatel, 3Com, Microsoft, HP, Verizon, AT&T and a host of small, niche companies such as Digium and Polycom, the open window for solutions to meet enterprise needs could be good news as long as vendors don't wait too long to act.

"The list of technology companies offering VoIP solutions is growing rapidly, including some open source providers that are gaining some traction in the market place," Trussell indicated. "Networking and Telecom managers have introduced VoIP to their enterprises, but a majority of them have committed less than 25% of their voice traffic to these new systems. Equipment suppliers can take advantage of this ramp up time to capture market share while their customers will benefit from the innovation that will result from the competition," added Trussell.

TheInfoPro's Wave 2 Networking Report details technology adoption trends and timeframes, management techniques and trends, as well as management strategies for the networking sector.

Additional Networking companies covered in the report include Aruba, AudioCodes, Avaya, Aventail, BellSouth, Check Point, Citrix, CounterPath, Dell, Enterasys, Fortinet, IBM, Inter-Tel, INX, Level 3, Motorola, Packeteer, Qwest, Riverbed, ShoreTel, Skype, SonicWALL, Time Warner, Juniper Networks, Extreme Networks, F5 Networks, Foundry Networks, and Force10 Networks.

About TheInfoPro

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