



Contact:
Bernadette Abel
Phone: (646) 649-8539
Fax: (212) 688-6598
bernadette@theinfo.net

95% of Large Enterprises Are Overcharged By Telecommunications Carriers, With Less Than 1/3 Using Tools to Prevent This, According to Latest Research by TheInfoPro

TheInfoPro's Networking Study finds that nearly every carrier bill is in error by 15% or more, and not in the enterprise customers' favor.

New York, NY, June 19, 2007 – TheInfoPro (TIP), www.theinfo.net, an independent research network and leading supplier of market intelligence for the Information Technology (IT) industry, today announced that according to its semiannual investigation of the Networking market, a majority of enterprise organizations spend over 15% of their IT budgets on networking, of which Telecommunications accounts for one of the single largest expenses, with many paying in excess of \$20 million annually. However, due to telecommunications carriers' legacy billing systems and billing processes' inability to keep up with customers' changing requirements, it was found that nearly every carrier bill is in error by 15% or more, significantly increasing costs incurred by telecommunications carriers such as AT&T, Verizon, Qwest, and Sprint-Nextel.

To view a rich media presentation of findings visit: http://www.brainshark.com/theinfo.net/netwrkng3_tt

“Managing costs is one of the top concerns for Networking organizations at large enterprises, coming second only behind network security and management of network growth,” said Bill Trussell, TIP's Managing Director of Networking Research. “Because telecommunications consume such a large portion of the IT budget, its cost reduction is quickly becoming a primary area of focus in efforts underway to begin managing Networking costs. Despite their automation tools' ease of use, low cost of ownership and success rates, nearly two-thirds of those that have not yet implemented these tools do not anticipate doing so within the next twelve months, indicating that organizations such as Verucity, Quantum, NRG, Invoice Insight, Comstructure, and AIMWorks that provide automation tools have their work cut out for them in terms of increasing awareness among potential large enterprise customers in the near future.”

Detailing technology adoption trends and timeframes, management techniques, and vendor performance data for the Networking industry, the Wave 3 Networking End User Study reports that although only 32% of large companies have implemented automation tools or services to manage their telecom expenses, over 60% of those who have them in use instituted them for telecom cost reduction and cost management purposes, and approximately 86% said that their objectives for implementation had been met.

About The Wave 3 Networking Study

Over 130 one-on-one interviews with Fortune 1000 (F1000) and Midsize Enterprise (MSE) decision makers were completed for the Wave 3 Networking Study, providing commentary and insight on their Networking Technology Roadmaps, spending plans, and vendor performance, including ratings and detailed narrative commentary. Networking companies (detailed) in the study include: AIMWorks, AirDefense, Alvarion, Apple, Aruba Networks, AT&T, Avaya, Blue Coat, BMC, Check Point, Cingular, Cisco, Comstructure, Data Domain, Dell, Digium, Egenera, EMC, Enterasys, Expand Networks, Extreme Networks, Extricom, F5 Networks, FireScope, Fluke Networks, Force10 Networks, Fortinet, Fortress Technologies, Foundry, Good Technology, HP, IBM, Invoice Insight, IronPort, Juniper, LeftHand Networks, McAfee, Meru, Met-Net, Microsoft, Mitel, Motorola, NetApp, Nortel, NRG, PacketMotion, Palo Alto Networks, Quantum, Qwest, Red Lambda, Redline, Riverbed, ShortTel, Siemens AG, Sourcefire, Sprint, Vercuity, Verizon, Vontu, Woven Systems, and Zix Corporation

About TheInfoPro

TheInfoPro (TIP) is the only independent research network for the Information Technology (IT) industry. Through a peer network of over 900 of the world's largest buyers and users of IT, including Citigroup, FedEx, McGraw-Hill, MasterCard, Pfizer, Vodafone, PepsiCo, JPMorgan Chase, and Harvard University, TIP delivers detailed budget, vendor performance and technology roadmap data without spin or bias. Known as the "voice of the customer," TIP helps IT professionals, technology providers, and institutional investors make sound decisions on technologies, vendor relationships and investments. Founded in 2002 by alumni of Gartner, Giga, EMC, and Bell Labs, TIP is headquartered in New York City, with offices in San Francisco, Chicago, and Boston. To learn more, visit www.theinfo.net or call 1-212-672-0010.