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Fifteen percent growth in IP PBX Adoption Has Resulted in a Major Shift in the Provider Landscape, with Avaya Losing Its Position as Lead *In Plan* Vendor, According to the Latest Research from TheInfoPro

TheInfoPro's (TIP) Wave 3 Networking Study finds that 59% of enterprise organizations have IP PBXs in use, with Cisco and Avaya now head to head as leading providers

New York, NY, July 24, 2007 – TheInfoPro (TIP), www.theinfo.pro.net, an independent research network and leading supplier of market intelligence for the IT industry, today announced that results from its Wave 3 Networking Study show that 59% of enterprise organizations have IP PBXs in use and 29% have them in their near- or long-term plans. This represents 15% growth in adoption versus six months ago, when TIP's Wave 2 Networking Study showed that only 52% of organizations had IP PBXs in use and 24% indicated plans for adoption.

To view a rich media presentation of the findings, visit: http://www.brainshark.com/theinfo.pro/netwrkng_pr4

In TIP's Wave 3 Networking Study – which details technology adoption trends and timeframes, management techniques, and vendor performance data for the Networking industry – results among vendors of IP PBXs show Avaya losing its lead position to Cisco among *in plan* providers. However, *in use* citations for both providers show Cisco matching Avaya among the Study's participating organizations. This change represents a drastic shift from the Wave 2 Study, which saw Avaya as the lead *in use* and *in plan* provider, positioned ahead of both Cisco and Nortel within both categories. Other *in use* and *in plan* providers that were mentioned include: Nortel, Siemens AG, Mitel, Sprint, NEC, Meridian, Iwatsu, Interactive Intelligence, Digium, and Alcatel-Lucent.

"Adding an IP BPX to a VoIP system allows for the flexibility of future enterprise growth and a reduction in long-term operational and maintenance costs," said Bill Trussell, TIP's Managing Director of Networking Research. "More than 95 percent of organizations anticipate that the majority of their voice traffic will eventually originate or terminate in VoIP equipment or services." Trussell adds that, "Having the added benefits of an IP BPX is becoming the standard. With such a large and rapid adoption rate, a change in vendor preference was likely, with most interview participants noting that they chose Cisco over Avaya for its lower costs, ease of integration, and its strong commitment to problem resolution and vendor support."

About The Wave 3 Networking Study

Over 130 one-on-one, hour-long interviews with Fortune 1000 (F1000) and Midsize Enterprise (MSE) senior-level Networking professionals – who were pre-screened for domain expertise – were completed for the Wave 3 Networking Study, providing commentary and insight on Networking Technology Roadmaps, spending plans, and vendor performance, including ratings and detailed narrative commentary. Networking companies in the study include: AIMWorks, AirDefense, Alvarion, Apple, Aruba Networks, AT&T, Avaya, Blue Coat, Check Point, Cingular, Cisco, Comstructure, 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, Juniper, LeftHand Networks, McAfee, Meru, Met-Net, Microsoft, Mitel, Motorola, Nortel, NRG, PacketMotion, Palo Alto Networks, Quantum, Qwest, Red Lambda, Redline, Riverbed, ShortTel, Siemens AG, Sourcefire, Sprint, Verucity, 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 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.

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