

# Enterprise Network Platforms Intelligence Service

## Part of Service Provider Enterprise & Wholesale Service Area Package

Global, in-depth coverage of data and communication networks deployed by small and medium businesses, enterprises, and government organizations.

“ Enterprise premises networks need to support evolving employee workstyles. Requirements for mobility, flexibility, security and performance are changing buyers’ priorities. Organizations need not just more bandwidth, but greater intelligence and insights to support their business objectives. ”

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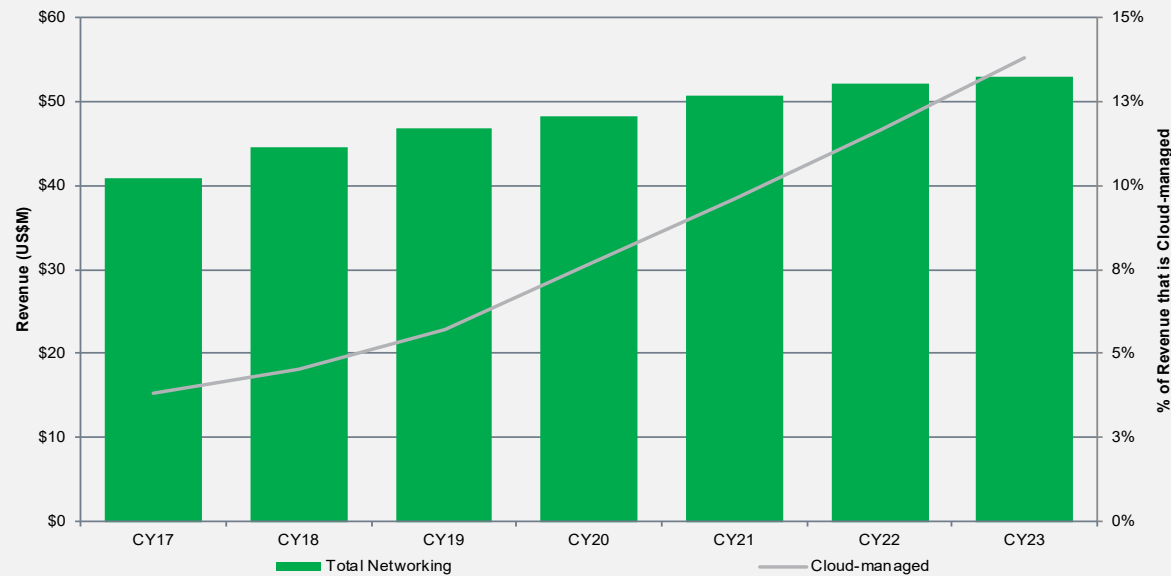
## HOW OMDIA HELPS YOU

- Identify opportunities in the enterprise data and communications network market
- Compare market size, share and growth by technology and geography for access routers, Ethernet switches and WLAN equipment
- Understand purchasing plans, drivers and challenges for North American WLAN equipment buyers

## KEY QUESTIONS ADDRESSED

- What is the size of the enterprise premises networks market and how is this market evolving?
- Who are the key providers of enterprise networking technology?
- How will COVID-19 impact campus networks?
- How can enterprise networks support greater employee mobility and flexibility?
- What is the uptake of next-generation technologies like 400GE and Wi-Fi 6?

Cloud managed networking versus total networking revenue



# Enterprise Network Platforms: Deliverables



## MARKET DATA

—Annual—

Market share, sizing and five-year forecasts for enterprise router, Ethernet switch and WLAN equipment markets



## PRESENTATIONS

—Quarterly—

Quarterly scheduled briefings with analysts on research highlights from all aspects of the market.



## REPORTS

—Annual—

Data and analyses including market size, market share, forecasts and market trends for the cloud managed networking market



## SURVEY REPORT

—Annual—

Enterprise survey analysis focusing on Wireless LAN strategies



## ANALYST INSIGHTS

—Ongoing—

Analyst commentary on market shifts, technology and regional developments, vendors, events, and more.



## ANALYST ACCESS

—Ongoing—

Prompt responses to urgent and unique questions.

# Enterprise Network Platforms: Market Data

## Enterprise Routers Market Tracker\*

Data and analysis on the enterprise router market including market size, vendor market share, forecasts and market trends

### DETAILS

**Frequency:** Quarterly

#### Measures

- Vendor market shares
- Revenues
- Units
- Ports
- ARPU

#### Regions

- Worldwide
- North America (US and Canada)
- Europe, the Middle East, Africa (EMEA)
- Asia Pacific (including Japan and Australia)
- Caribbean and Latin America (including Mexico)

### COVERAGE

- Mid-range routers
- Branch office routers
- Low-end/SOHO routers
- Virtual routers (vRouters)
- Ports by type (T1/E1/J1, T3/E3/J3, OC-3/STM1, OC-12/STM4, DSL/cable, Ethernet)

## Ethernet Switches Market Tracker\*

Data and analysis on the Ethernet switch market including market size, vendor market share, forecasts and market trends

### DETAILS

**Frequency:** Quarterly

#### Measures

- Vendor market share
- Revenue
- Ports
- ARPU

#### Regions

- Worldwide
- North America (US and Canada)
- Europe, the Middle East, Africa (EMEA)
- Asia Pacific (including Japan and Australia)
- Caribbean and Latin America (including Mexico)

### COVERAGE

- Fixed unmanaged switches
- Fixed web-managed switches
- Fixed fully managed switches
- Chassis switches
- Ports by speed (100ME, 1GE copper vs fiber, 2.5GE, 10GE copper vs fiber, 25GE, 40GE, 50GE, 100GE, 200GE, 400GE)

\*All market trackers include additional data breakouts and analysis for China and Japan

# Enterprise Network Platforms: Market Data

## WLAN Equipment Market Tracker\*

Data and analysis on the wireless LAN market including market size, vendor market share, forecasts and market trends

### DETAILS

**Frequency:** Quarterly

#### Measures

- Vendor market share
- Revenue
- Units
- SaaS-managed APs
- ARPU

#### Regions

- Worldwide
- North America (US and Canada)
- Europe, the Middle East, Africa (EMEA)
- Asia Pacific (including Japan and Australia)
- Caribbean, Latin America (including Mexico)

### COVERAGE

- Access points (independent, interactive, outdoor)
- Access point technology (802.11a/b/g, n, Wi-Fi 5 Wave1, Wi-Fi 5 Wave2, Wi-Fi 6)
- Controllers (hardware, virtual appliances, SaaS)
- Revenue by vertical (carrier, education, finance, government, healthcare, hospitality, manufacturing, retail, venues)

\*All market trackers include additional data breakouts and analysis for China and Japan

## Ethernet Switches – Campus vs Data Center Market - Database

Data and analysis on the wireless LAN market including market size, vendor market share, forecasts and market trends

### DETAILS

**Frequency:** Quarterly

#### Measures

- Vendor market share
- Revenue
- Ports
- ARPU

#### Regions

- Worldwide
- North America (US and Canada)
- Europe, the Middle East, Africa (EMEA)
- Asia Pacific (including Japan and Australia)
- Caribbean, Latin America (including Mexico)

### COVERAGE

- Campus switches
- Data center switches
- Ports by speed (100ME, 1GE copper vs fiber, 2.5GE, 10GE copper vs fiber, 25GE, 40GE, 50GE, 100GE, 200GE, 400GE)

# Enterprise Network Platforms: Reports, Surveys & Analysis

## Cloud Managed Networking

The Cloud Managed Networking Report provides accurate data and analyses including market size, vendor market share, forecasts and market trends

### DETAILS

**Frequency:** Annual (Update Q3, 2020)

#### Measures

- Vendor market share
- Equipment revenue
- SaaS revenue
- Managed devices

#### Regions

- Worldwide
- North America (US and Canada)
- Europe, the Middle East, Africa (EMEA)
- Asia Pacific (including Japan and Australia)
- Caribbean, Latin America (including Mexico)

### COVERAGE

- Wi-Fi access points
- Ethernet switches
- WAN gateways

## WLAN Strategies Enterprise Survey

The WLAN Strategies Enterprise Survey analyzes the trends and assesses the needs of enterprises that buy wireless LAN (WLAN) equipment.

### DETAILS

**Frequency:** Annual (Update Q4, 2020)

Interviews with at least 150 purchase-decision makers at enterprises about their wireless LAN technology and spending plans, WLAN architecture, network-connected devices, users, traffic drivers, preferred suppliers, and vendor ratings

# Related Research: Service Provider Enterprise & Wholesale Service Area Coverage



## Service Area Package: **Service Provider Enterprise & Wholesale**

Digital Enterprise Services  
Intelligence Service

SOHO & SME Services  
Intelligence Service

Enterprise Network Platforms  
Intelligence Service

Network Transformation Services  
Intelligence Service

Private Networks  
Intelligence Service

Unified Comms. and Collaboration  
Intelligence Service

Wholesale Telecoms  
Intelligence Service

Enterprise Mobility  
Intelligence Service

Service Provider Enterprise & Wholesale Viewpoint Service

IT Services Contracts  
Spotlight Service

Enterprise Services TAM  
Spotlight Service

## About Omdia's Service Provider Enterprise and Wholesale Research

Omdia helps service providers establish a coherent strategy while building, running, and scaling a profitable B2B business. As more businesses choose to run more ICT as managed or cloud-based services, so service providers find themselves competing against and partnering with, an ever more complex ecosystem of vendors and platform providers.

Omdia's expert team of analysts provides strategic advice based on a robust foundation of market data to help service providers transform how they build, sell, monetize and support new services, from network to cloud, to the digital workplace.

### Custom solutions

Omdia's consulting services offer a true end-to-end service capability across all aspects of your product lifecycle, from concept and product development, to go-to-market and sales effectiveness. *Contact us* if you have a project that you would like to discuss with a member of the team.



# Our “Ask an Analyst” Service Provides Best in Class Customer Support

Whether you need guidance to navigate the service, information regarding our methodologies or you want to better understand a data trend, Omdia’s support team is here to help.

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### ABOUT OMDIA

Omdia is a global technology research powerhouse, established following the merger of the research division of Informa Tech (Ovum, Heavy Reading, and Tractica) and the acquired Omdia technology research portfolio\*. We combine the expertise of more than 400 analysts across the entire technology spectrum, covering 150 markets. We publish over 3,000 research reports annually, reaching more than 14,000 subscribers, and cover thousands of technology, media, and telecommunications companies.

Our exhaustive intelligence and deep technology expertise enable us to uncover actionable insights that help our customers connect the dots in today's constantly evolving technology environment and empower them to improve their businesses—today and tomorrow.

\* The majority of Omdia technology research products and solutions were acquired by Informa in August 2019 and are now part of Omdia.