

## Next-Generation WAN Services

New business applications, corporate requirements, and the variety of converged services are driving the demand on enterprise networks to new heights. Given that this increased reliance on networks is unlikely to diminish in the near future, enterprises are continuously evaluating Wide-Area Network (WAN) services as a means of ensuring support for business operations.

Current Analysis surveyed decision-makers and influencers in over 100 US businesses to learn more about enterprise end-user opinions of legacy and "next generation" WAN services.

This report gives providers of network services insight into the impressions that their customers and prospects have of various WAN services, their plans for migrating from legacy services, the consideration of alternatives, and the drivers and barriers to adoption facing new services, such as VPLS.

**PRIMARY AUDIENCE:**

Providers of Network Services and Telecommunications Carriers. (North America)

**Sample Details**

78 respondents – all directly involved in the selection or use of enterprise WAN services.

**Respondent Roles with WAN Services**

- 40% Final Decision Maker
- 88% Evaluate Solutions
- 59% Manage Service Provider Relationships

**Minimum Profile of Surveyed Companies**

- 100+ employees
- \$25+ million in annual revenues
- \$25+ thousand in annual telecom spend
- 5+ network nodes or sites

**30%+ of Surveyed Companies**

- 10,000+ employees
- \$3+ billion in annual revenues
- \$10+ million in annual telecom spend
- 1,000+ network nodes or sites

**WAN Services Covered:**

- Ethernet
- Frame Relay
- ATM
- IP-VPN
- VPLS

**Common Issues Explored:**

- Provider relationships
- Satisfaction with service
- Plans to migrate
- Consideration of alternatives
- Drivers and barriers to adoption

21335 Signal Hill Plaza, Suite 200  
Sterling, VA 20164  
www.currentanalysis.com

**Fax** +1 703 404 9300  
**Voice** +1 703 404 9200  
**Toll Free** +1 877 787 8947  
**Europe** +33 (0) 1 41 14 83 17

**About Current Analysis**

Current Analysis has been helping leading technology companies improve their competitive responsiveness since 1997. We enable you to improve your performance by creating a repeatable process advantage over your competitors.

Our business model and solutions are built on the foundation of solid, quality intelligence and data, making Current Analysis the leader for competitive intelligence demands. We serve more than 40,000 users at over 250 enterprise clients. Our client base represents the preeminent firms in the telecommunications, information technology and consumer electronics industries.