

## The US According to SMBs: Exploring One of America's Fastest Growing ICT Markets

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This iDRD (Insight-based Data-Rich Deliverable) is part of the Business IT, Business Telecom, and Small and Mid-Sized Business (SMB) markets and subscriptions. This insight discusses and analyzes the factors fueling ICT spending growth in the SMB market. In addition, this publication explores key aspects of mid-sized business ICT spending, including networking and outsourcing expenditures. Business IT Expenditures consist of investments on services, equipment, applications and personnel to develop, manage and support a firm's IT infrastructure and communications. This market consists of six categories: computer hardware, applications, network hardware, telecom, IT personnel and outsourcing & 3rd party services. Business Telecom consists of business expenditures on telecom services, such as wireline and wireless voice, data services and VPNs, as well as managed services provided by telecom operators. This category of IT spending also consists of business expenditures on wireline voice equipment, such as TDM PBXs and handsets, and wireless voice/mobile data equipment. The SMB market includes enterprises with 5 to 999 employees. Forecasts are from 2006 through 2011 and include annual growth rate. The Expert Guide for this DRD is Kneko Burney.

Sources: Compass Intelligence's segment and market forecasts, which include business expenditures, market demographics, and usage and adoption statistics are built using multiple sources, including proprietary Compass Intelligence research. These sources include, but are not limited to, secondary research, government data and statistics (e.g. Department of Commerce, Federal Communication Commission, Bureau of Labor Statistics and US Census Bureau), primary research, vendor-based research and in-depth interviews with key decision-makers, where relevant. Compass Intelligence selects data sources to provide greatest degree of perspective on each market or segment, in addition to the highest level of data accuracy, stability, and consistency over time.

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