

## US Government Network Hardware Expenditures, 2005-2010

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*Compass Intelligence, L.L.C.*

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This Excel-base Data-rich Deliverable (DRD) that is part of the Government subscription includes market intelligence on IT: Network Hardware expenditures for Government. Compass Intelligence defines IT network hardware as business expenditures on equipment purchased to connect PCs to one another in local area networks, as well as to connect locations/LANs via wide-area networks. Government includes all establishments of the federal government, state governments, and local governments, which include county, municipal, township, school district, and special district governments. Three criteria are used to distinguish independent governmental organizations from each other: they must exist as an organized entity, possess a governmental character, such as having a high degree of responsibility to the public or the ability to levy taxes, and have substantial autonomy, including fiscal and administrative independence. Size of business includes SOHO (1-4 employees), Small Business (5-99 employees), Mid-Sized Business (100-999 employees), and Enterprise Business (Over 1000 employees). The Expert Guide for this DRD is Stephanie Atkinson. Forecasts are from 2005 through 2010 and include annual growth rates, as well as percentage of total market.

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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