

US Mid-Sized Business Wireline Equipment Expenditures by Size of Business, 2005-2010

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This Excel-base Data-rich Deliverable (DRD) that is part of the Mid-Sized Business subscription includes market intelligence on Wireline Equipment expenditures for mid-sized business by size of business. Wireline Voice Equipment includes expenditures on premise equipment required for conducting voice calls. This category includes wireline handsets (both corded and cordless), headsets, Private Branch Exchange (PBX) systems and PBX-specific handsets, key systems and multi-line phones. This category does not include PC-based PBX systems or any other kinds of LAN telephony solutions. These products are considered data networking solutions. 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 deliverable is Kneko Burney. Forecasts are from 2005 through 2010 and include annual growth rate, 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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