

Influencing The Future: Exploring The Factors Influencing Telecom Investments & Examining Business Challenges Across Size Of Business



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This iDRD (Insight-based Data-Rich Deliverable) is part of the Business Telecom and Business Voice subscription. This insight discusses and explores factors influencing telecom investments & examines business challenges across category and size of business. 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 a telecom operator. 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. Compass Intelligence defines wireless voice as all business expenditures on wireless voice services, including expensed business accounts. This includes all voice traffic run over wireless or cellular networks. 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.

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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