

# **Chile- SIP Enabled Servers and IP PBX Market Shares Strategies, and Forecasts, 2008 to 2014**

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## **Abstracts**

SIP based IP PBX markets in Chile are poised for significant growth as people move to purchase IP based servers for communications. Significant pent up demand will be converted to sales as systems are put on the market that permit implementation of voice over IP that works. Voice over IP systems purchases have been postponed for ten years or more waiting for technology that works. VoIP technology finally works.

U.S. equipment is highly regarded in Chile for its reliability and quality. The U.S. is Chile's largest telecommunications equipment supplier, representing 30% of total imports. Cisco (U.S.A.) is an important supplier of telco's net infrastructure in the Chilean market. Lucent (U.S.A.) sells equipment for corporate networks in Chile. 3Com (U.S.A.) and Avaya have a presence in SIP enabled servers and IP PBX systems in Chile.

In Chile, SIP PBX / IP PBX markets are going from \$64.5 million in 2007 to \$228 million by 2014. SIP server and IP-PBX shipments represent the next generation of enterprise voice systems and completely replace traditional PBX systems. IP-PBX shipments are related to traditional PBX shipments because they leverage the existing installed base.

The trend represented by this shipment data can be traced to IP-PBX architecture that allows businesses to reduce infrastructure cost while improving productivity.

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## **COMPANIES PROFILED**

Avaya

Aastra Technologies

Alcatel Lucent

NEC

Mitel

Nokia-Siemens

Nortel

Shoretel



3Com  
Cisco  
Google  
Samsung  
Sierra Merger Corp / Avaya  
Toshiba

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