

KCG 2013 NWT-Infrastructure MAP Report - MOBILE TECHNOLOGIES and APPLICATIONS

DUMMY DATA		Analysts		Program Effectiveness Metrics						Shortlisting				Vendors receiving less than threshold of analyst responses (20%)		
				Interactions per Quarter	Access to Executives	Quality and Availability of References	Efficacy of Comms	Responsiveness	Overall Effectiveness	Proactivity (1=PROACTIVE - 2=REACTIVE)	Total number of analysts indicating they shortlisted THIS vendor in the last 3 months in THIS segment	% of analysts that shortlist that have shortlisted THIS vendor in last 3 months	% of analysts responding that are Likely or Very Likely to shortlist vendor		net year on year increase or (decrease) in percentage of analysts that would shortlist vendor	
MOBILE SEGMENT AVERAGE				4.99	6.23	5.49	5.88	6.79	6.81	1.49	6.68	43%	53%	15%		
NWT-I SAPA AVERAGE				5.35	6.39	5.64	6.11	6.98	7.15	1.44	7.29	44%	51%	13%		
Analysts Responding				27												
Vendor	Count	IPQ	AE	REF	EFF	RESP	OE	PRO	3 MOS	%3 MOS	LTS	YOY				
22 Alcatel-Lucent	21	7.62	7.55	6.40	7.00	7.55	7.67	1.19	13	30.43%	80.0%	44.4%				
Apple	11	5.55	7.60	7.90	6.30	8.17	8.18	1.09	2	7.69%	50.0%	-33.3%				
Aruba	9	2.89	5.38	4.57	5.78	6.40	6.00	1.67	7	41.67%	60.0%	20.0%				
Avaya	11	5.55	7.60	7.90	6.30	8.17	8.18	1.09	2	7.69%	50.0%	-33.3%				
Brocade	9	2.89	5.38	4.57	5.78	6.40	6.00	1.67	7	41.67%	60.0%	20.0%				
Cisco	21	7.62	7.55	6.40	7.00	7.55	7.67	1.19	13	30.43%	80.0%	44.4%				
Dell	9	2.89	5.38	4.57	5.78	6.40	6.00	1.67	7	41.67%	60.0%	20.0%				
Ericsson	21	5.29	6.75	6.15	7.00	7.43	7.70	1.33	11	42.11%	22.2%	66.7%				
Extreme	9	4.33	5.88	5.25	4.63	6.00	5.44	1.67	3	37.50%	60.0%	25.0%				
HP Procurve	9	4.33	5.88	5.25	4.63	6.00	5.44	1.67	3	37.50%	60.0%	25.0%				
Huawei	21	5.29	6.75	6.15	7.00	7.43	7.70	1.33	11	42.11%	22.2%	66.7%				
IBM	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44.44%	71.4%	-16.7%				
Juniper	19	4.33	5.11	4.50	4.83	5.47	6.11	1.79	7	31.25%	30.0%	33.3%				
Microsoft	19	4.33	5.11	4.50	4.83	5.47	6.11	1.79	7	31.25%	30.0%	33.3%				
NEC	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44.44%	71.4%	-16.7%				
Nokia	16	5.38	7.13	5.64	6.33	7.25	7.53	1.44	7	55.56%	66.7%	0.0%				
Nokia-Siemens	19	4.33	5.11	4.50	4.83	5.47	6.11	1.79	7	31.25%	30.0%	33.3%				
Qualcomm	10	7.50	6.80	5.30	6.20	7.70	7.50	1.22	6	100.00%	33.3%	0.0%				
RIM	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44.44%	71.4%	-16.7%				
Samsung	9	4.33	5.88	5.25	4.63	6.00	5.44	1.67	3	37.50%	60.0%	25.0%				
Sonus	10	7.50	6.80	5.30	6.20	7.70	7.50	1.22	6	100.00%	33.3%	0.0%				
ZTE	16	5.38	7.13	5.64	6.33	7.25	7.53	1.44	7	55.56%	66.7%	0.0%				

ANALYSTS PARTICIPATING			Vendors receiving less than threshold of analyst responses (20%)
Analyst	Firm		
1 Mark Mortensen	Analysys Mason		Aruba
2 Glen Hunt	Current Analysis		Brocade
3 Peter Jarich	Current Analysis		HP Procurve
4 Bob Hafner	Gartner		Samsung
5 Bob Hafner	Gartner		Mitel
6 carolina milanesi	Gartner		Shoretel
7 David Willis	Gartner		Siemens
8 Deborah Kish	Gartner		Amazon Web Services
9 Eric Knipp	Gartner		Arista Networks
10 Frank Marsala	Gartner		ECI Telecom
11 Ian Keene	Gartner		Orange Business Services
12 Joe Baylock	Gartner		Fujitsu
13 Jouni Forsman	Gartner		Motorola
14 Leif-Olof Wallin	Gartner		Zhone
15 Michael Silver	Gartner		Broadcom
16 Nick Jones	Gartner		CSC
17 Tim Zimmerman	Gartner		D-Link
18 Bob O'Donnell	IDC		Genesys
19 Jeff Janukowicz	IDC		Google
20 Liz Conner	IDC		Rackspace
21 Ramon Llamas	IDC		Savvis
22 Ray Boggs	IDC		Sony Ericsson
23 Vernon Turner	IDC		Terramark
24 Diane Myers	Infonetics Research		Barracuda
25 Andy Castonguay	Machina Research		CDW
26 Phil Marshall	Tolaga Research		Honeywell
27 Zeus Kerravala	ZK Research		Intermec
			Navisite
			Sumitomo Electric Networks