

UNIFIED COMMS SEGMENT AVERAGE		4.93	6.18	5.40	5.80	6.75	6.72	1.53	6.46	41%	51%	17%
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		16										
Vendor	Count	IPQ	AE	REF	EFF	RESP	OE	PRO	3 MOS	%3 MOS	LTS	YOY
24 Alcatel-Lucent	21	5.29	6.75	6.15	7.00	7.43	7.70	1.33	11	42.11%	22.2%	66.7%
Arista Networks	9	4.33	5.88	5.25	4.63	6.00	5.44	1.67	3	37.50%	60.0%	25.0%
Aruba	10	7.50	6.80	5.30	6.20	7.70	7.50	1.22	6	100.00%	33.3%	0.0%
Avaya	21	7.62	7.55	6.40	7.00	7.55	7.67	1.19	13	30.43%	80.0%	44.4%
Brocade	9	4.33	5.88	5.25	4.63	6.00	5.44	1.67	3	37.50%	60.0%	25.0%
Cisco	21	7.62	7.55	6.40	7.00	7.55	7.67	1.19	13	30.43%	80.0%	44.4%
Dell	11	5.55	7.60	7.90	6.30	8.17	8.18	1.09	2	7.69%	50.0%	-33.3%
Ericsson	10	7.50	6.80	5.30	6.20	7.70	7.50	1.22	6	100.00%	33.3%	0.0%
Extreme	9	2.89	5.38	4.57	5.78	6.40	6.00	1.67	7	41.67%	60.0%	20.0%
Genesys	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44.44%	71.4%	-16.7%
HP Procurve	9	2.89	5.38	4.57	5.78	6.40	6.00	1.67	7	41.67%	60.0%	20.0%
Huawei	21	5.29	6.75	6.15	7.00	7.43	7.70	1.33	11	42.11%	22.2%	66.7%
IBM	11	5.55	7.60	7.90	6.30	8.17	8.18	1.09	2	7.69%	50.0%	-33.3%
Juniper	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44.44%	71.4%	-16.7%
Meru	8	4.25	5.71	4.43	4.88	6.25	5.71	2.00	4	25.00%	33.3%	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%
Mitel	16	5.38	7.13	5.64	6.33	7.25	7.53	1.44	7	55.56%	66.7%	0.0%
NEC	16	5.38	7.13	5.64	6.33	7.25	7.53	1.44	7	55.56%	66.7%	0.0%
Nokia-Siemens	9	2.89	5.38	4.57	5.78	6.40	6.00	1.67	7	41.67%	60.0%	20.0%
Orange Business Services	9	4.33	5.88	5.25	4.63	6.00	5.44	1.67	3	37.50%	60.0%	25.0%
Shoretel	19	4.33	5.11	4.50	4.83	5.47	6.11	1.79	7	31.25%	30.0%	33.3%
Siemens	19	4.33	5.11	4.50	4.83	5.47	6.11	1.79	7	31.25%	30.0%	33.3%
Sonus	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44.44%	71.4%	-16.7%
ZTE	8	4.25	5.71	4.43	4.88	6.25	5.71	2.00	4	25.00%	33.3%	33.3%

ANALYSTS PARTICIPATING

Analyst	Firm	Broadcom
1 Mark Mortensen	Analysis Mason	Fujitsu
2 Arthur Schoeller	Forrester Research	Google
3 Bern Elliot	Gartner	Motorola
4 David Willis	Gartner	Nokia
5 Drew Kraus	Gartner	Amazon Web Services
6 Frank Marsala	Gartner	Apple
7 Jay Lassman	Gartner	Barracuda
8 Joe Baylock	Gartner	CDW
9 Steve Blood	Gartner	CSC
10 Chris Barnard	IDC	D-Link
11 Ray Boggs	IDC	ECI Telecom
12 Vernon Turner	IDC	Honeywell
13 Diane Myers	Infonetics Research	Intermec
14 Zeus Kerravala	ZK Research	Navisite
15 *NOT REPORTED		Qualcomm
16 *NOT REPORTED		Rackspace
		RIM
		Samsung
		Savvis
		Sony Ericsson
		Sumitomo Electric Networks
		Terramark
		Zhone