

KCG 2013 NWT-Carrier SAPA MAP Report - AGGREGATE

Analysts	Program Effectiveness Metrics							Shortlisting				
	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 across ALL segments	% of analysts that shortlist that have shortlisted THIS vendor in last 3 months across ALL segments	AVERAGE % of analysts responding that are Likely or Very Likely to shortlist THIS vendor NOW	AVERAGE net year on year increase or (decrease) in percentage of analysts that would shortlist vendor	

Analysts Participating
 42

Analysts receiving less than threshold of analyst responses (20%)

2013 NWT-C SAPA AVERAGE												
Analysts Participating												
Vendor	Count	IPQ	AE	REF	EFF	RESP	OE	PRO	3 MOS	%3 MOS	LTS	YOY
AT&T	21	5.29	6.75	6.15	7.00	7.43	7.70	1.33	11	42.11%	22.2%	66.7%
British Telecom	9	2.89	5.38	4.57	5.78	6.40	6.00	1.67	7	41.67%	60.0%	20.0%
BT Global Services	21	7.62	7.55	6.40	7.00	7.55	7.67	1.19	13	30.43%	80.0%	44.4%
Deutsche Telecom	21	5.29	6.75	6.15	7.00	7.43	7.70	1.33	11	42.11%	22.2%	66.7%
France Telecom/Orange	10	7.50	6.80	5.30	6.20	7.70	7.50	1.22	6	100.00%	33.3%	0.0%
Global Crossing	11	5.55	7.60	7.90	6.30	8.17	8.18	1.09	2	7.69%	50.0%	-33.3%
Sprint	10	7.50	6.80	5.30	6.20	7.70	7.50	1.22	6	100.00%	33.3%	0.0%
T-Mobile	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44.44%	71.4%	-16.7%
T-Systems	9	2.89	5.38	4.57	5.78	6.40	6.00	1.67	7	41.67%	60.0%	20.0%
Tata	21	7.62	7.55	6.40	7.00	7.55	7.67	1.19	13	30.43%	80.0%	44.4%
Telefonica	9	4.33	5.88	5.25	4.63	6.00	5.44	1.67	3	37.50%	60.0%	25.0%
Telstra	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44.44%	71.4%	-16.7%
Verizon	9	4.33	5.88	5.25	4.63	6.00	5.44	1.67	3	37.50%	60.0%	25.0%
Vodafone	11	5.55	7.60	7.90	6.30	8.17	8.18	1.09	2	7.69%	50.0%	-33.3%

ANALYSTS PARTICIPATING

Analyst	Firm
1 Cesar Bachelet	Analysys Mason
2 Tom Rebbeck	Analysys Mason
3 Brian Washburn	Current Analysis
4 Cindy Whelan	Current Analysis
5 Kathryn Weldon	Current Analysis
6 Dan Bieler	Forrester
7 Frederic Giron	Forrester
8 Art Schoeller	Forrester
9 James Staten	Forrester
10 Jeanine Sterling	Frost & Sullivan
11 Andrew Walls	Gartner
12 Bernard Elliot	Gartner
13 Bjarne Munch	Gartner
14 Carsten Casper	Gartner
15 Dan O'Connell	Gartner
16 Katja Ruud	Gartner
17 Kelly Kavanagh	Gartner
18 Kenneth Dulaney	Gartner
19 Kyle Hilgendorf	Gartner
20 Lisa Pierce	Gartner
21 Monica Basso	Gartner
22 Norbert Scholz	Gartner
23 Robert Mason	Gartner
24 Scott Morrison	Gartner
25 To Chee Eng	Gartner
26 Amy Lind	IDC
27 Carrie MacGillivray	IDC
28 Chris Barnard	IDC
29 Christian Christiansen	IDC
30 Courtney Munroe	IDC
31 John Delaney	IDC
32 Melanie Posey	IDC
33 Mette Aholtu	IDC
34 Sherlin Pang	IDC
35 Stacy Crook	IDC
36 Evan Kirchheimer	Ovum
37 Jan Dawson	Ovum
38 Mike Sapien	Ovum
39 Peter Hall	Ovum
40 Sara Kaufman	Ovum
41 Steven Hartley	Ovum
42 Brian Partridge	Yankee Group

- Amazon Web Services
- Apple
- Arista Networks
- Aruba
- Barracuda
- Broadcom
- CDW
- CSC
- D-Link
- ECI Telecom
- Extreme
- Fujitsu
- Genesys
- Google
- Honeywell
- Intermec
- Meru
- Mitel
- Motorola
- Navisite
- Orange Business Services
- Qualcomm
- Rackspace
- RIM
- Samsung
- Savvis
- Sonus
- Sony Ericsson
- Sumitomo Electric Networks
- Terramark
- Zhone