

KCG2013 NWT-Infrastructure SAPA MAP Report - AGGREGATE

DUMMY DATA

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

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

2013 NWT-I SAPA AVERAGE												
Analysts Participating												
Vendor	Count	IPQ	AE	REF	EFF	RESP	OE	PRO	3 MOS	%3 MOS	LTS	YOY
Alcatel-Lucent	21	5.29	6.75	6.15	7.00	7.43	7.70	1.33	11	42%	22%	67%
Avaya	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44%	71%	-17%
Brocade	11	5.55	7.60	7.90	6.30	8.17	8.18	1.09	2	8%	50%	-33%
Cisco	21	7.62	7.55	6.40	7.00	7.55	7.67	1.19	13	30%	80%	44%
Dell	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44%	71%	-17%
Ericsson	21	5.29	6.75	6.15	7.00	7.43	7.70	1.33	11	42%	22%	67%
HP Procurve	10	7.50	6.80	5.30	6.20	7.70	7.50	1.22	6	100%	33%	0%
Huawei	21	7.62	7.55	6.40	7.00	7.55	7.67	1.19	13	30%	80%	44%
IBM	16	5.38	7.13	5.64	6.33	7.25	7.53	1.44	7	56%	67%	0%
Juniper	19	4.33	5.11	4.50	4.83	5.47	6.11	1.79	7	31%	30%	33%
Microsoft	19	4.33	5.11	4.50	4.83	5.47	6.11	1.79	7	31%	30%	33%
NEC	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44%	71%	-17%
Nokia	11	5.55	7.60	7.90	6.30	8.17	8.18	1.09	2	8%	50%	-33%
Nokia-Siemens	19	4.33	5.11	4.50	4.83	5.47	6.11	1.79	7	31%	30%	33%
Shoretel	9	2.89	5.38	4.57	5.78	6.40	6.00	1.67	7	42%	60%	20%
Siemens	10	7.50	6.80	5.30	6.20	7.70	7.50	1.22	6	100%	33%	0%
ZTE	16	5.38	7.13	5.64	6.33	7.25	7.53	1.44	7	56%	67%	0%

ANALYSTS PARTICIPATING

Analyst	Firm	Amazon Web Services
1 Mark Mortensen	Analysys Mason	Aruba
2 Erik Keith	Current Analysis	Barracuda
3 Glen Hunt	Current Analysis	Broadcom
4 Peter Jarich	Current Analysis	CDW
5 Arthur Schoeller	Forrester Research	CSC
6 Bern Elliot	Gartner	D-Link
7 Bettina Tratz-Ryan	Gartner	ECI Telecom
8 Bob Hafner	Gartner	Extreme
9 Bob Hafner	Gartner	Fujitsu
10 Carolina Milanese	Gartner	Genesys
11 David Willis	Gartner	Google
12 Deborah Kish	Gartner	Honeywell
13 Drew Kraus	Gartner	Intermec
14 Eric Knipp	Gartner	Meru
15 Eric Paulak	Gartner	Mitel
16 Frank Marsala	Gartner	Motorola
17 Ian Keene	Gartner	Navisite
18 Jay Lassman	Gartner	Orange Business Services
19 Joe Baylock	Gartner	Qualcomm
20 Jouni Forsman	Gartner	Rackspace
21 Kamlesh Bhatia	Gartner	RIM
22 Leif-Olof Wallin	Gartner	Samsung
23 Mark Fabbi	Gartner	Savvis
24 Martina Kurth	Gartner	Sonus
25 Michael Silver	Gartner	Sony Ericsson
26 Nick Jones	Gartner	Sumitomo Electric Networks
27 Steve Blood	Gartner	Terramark
28 Sylvain Fabre	Gartner	Zhone
29 Tim Zimmerman	Gartner	
30 Bob O'Donnell	IDC	
31 Chris Barnard	IDC	
32 Curtis Price	IDC	
33 David Emberley	IDC	
34 Jeff Janukowicz	IDC	
35 John Rydning	IDC	
36 Liz Conner	IDC	
37 Petr Jirovsky	IDC	
38 Ramon Llamas	IDC	
39 Ray Boggs	IDC	
40 Richard Villars	IDC	
41 Steve Conway	IDC	
42 Vernon Turner	IDC	
43 Diane Myers	Infonetics Research	
44 Michael Howard	Infonetics Research	
45 Stephane Teral	Infonetics Research	
46 Andy Castonguay	Machina Research	
47 Phil Marshall	Tolaga Research	
48 Zeus Kerravala	ZK Research	