

KCG 2013 NWT-Infrastructure MAP Report - NETWORKING AND TELECOMMUNICATIONS INFRASTRUCTURE and SERVICES

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			
INFRASTRUCTURE SEGMENT AVERAGE				5.13	6.29	5.55	5.95	6.85	6.92	1.47	6.85	43%	52%	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 participating				33													
20	Vendor	Count	IPQ	AE	REF	EFF	RESP	OE	PRO	3 MOS	%3 MOS	LTS	YOY	Analyst	Firm		
	Alcatel-Lucent	21	5.29	6.75	6.15	7.00	7.43	7.70	1.33	11	42%	22%	67%	1	Mark Mortensen	Analysys Mason	Amazon Web Services
	Aruba	10	7.50	6.80	5.30	6.20	7.70	7.50	1.22	6	100%	33%	0%	2	Erik Keith	Current Analysis	Apple
	Avaya	16	5.38	7.13	5.64	6.33	7.25	7.53	1.44	7	56%	67%	0%	3	Glen Hunt	Current Analysis	Arista Networks
	Brocade	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44%	71%	-17%	4	Peter Jarich	Current Analysis	Broadcom
	Cisco	21	7.62	7.55	6.40	7.00	7.55	7.67	1.19	13	30%	80%	44%	5	Bettina Tratz-Ryan	Gartner	CDW
	Dell	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44%	71%	-17%	6	David Willis	Gartner	CSC
	ECI Telecom	9	2.89	5.38	4.57	5.78	6.40	6.00	1.67	7	42%	60%	20%	7	Deborah Kish	Gartner	D-Link
	Ericsson	21	5.29	6.75	6.15	7.00	7.43	7.70	1.33	11	42%	22%	67%	8	Eric Paulak	Gartner	Fujitsu
	Extreme	10	7.50	6.80	5.30	6.20	7.70	7.50	1.22	6	100%	33%	0%	9	Frank Marsala	Gartner	Genesys
	HP Procurve	11	5.55	7.60	7.90	6.30	8.17	8.18	1.09	2	8%	50%	-33%	10	Ian Keene	Gartner	Google
	Huawei	21	7.62	7.55	6.40	7.00	7.55	7.67	1.19	13	30%	80%	44%	11	Joe Baylock	Gartner	Honeywell
	IBM	13	4.15	5.42	5.00	6.00	6.54	6.67	1.62	6	44%	71%	-17%	12	Jouni Forsman	Gartner	Intermec
	Juniper	19	4.33	5.11	4.50	4.83	5.47	6.11	1.79	7	31%	30%	33%	13	Kamlesh Bhatia	Gartner	Meru
	Microsoft	11	5.55	7.60	7.90	6.30	8.17	8.18	1.09	2	8%	50%	-33%	14	Mark Fabbi	Gartner	Mitel
	NEC	16	5.38	7.13	5.64	6.33	7.25	7.53	1.44	7	56%	67%	0%	15	Martina Kurth	Gartner	Motorola
	Nokia-Siemens	19	4.33	5.11	4.50	4.83	5.47	6.11	1.79	7	31%	30%	33%	16	Sylvain Fabre	Gartner	Navisite
	Orange Business Services	9	2.89	5.38	4.57	5.78	6.40	6.00	1.67	7	42%	60%	20%	17	Tim Zimmerman	Gartner	Nokia
	Siemens	9	4.33	5.88	5.25	4.63	6.00	5.44	1.67	3	38%	60%	25%	18	Chris Barnard	IDC	Qualcomm
	Sonus	9	4.33	5.88	5.25	4.63	6.00	5.44	1.67	3	38%	60%	25%	19	Curtis Price	IDC	Rackspace
	ZTE	19	4.33	5.11	4.50	4.83	5.47	6.11	1.79	7	31%	30%	33%	20	David Emberley	IDC	RIM
														21	Jeff Janukowicz	IDC	Samsung
														22	John Rydning	IDC	Savvis
														23	Petr Jirovsky	IDC	Shoretel
														24	Ray Boggs	IDC	Sony Ericsson
														25	Richard Villars	IDC	Sumitomo Electric Networks
														26	Steve Conway	IDC	Terramark
														27	Vernon Turner	IDC	Zhone
														28	Diane Myers	Infonetics Research	
														29	Michael Howard	Infonetics Research	
														30	Stephane Teral	Infonetics Research	
														31	Phil Marshall	Tolaga Research	
														32	Zeus Kerravala	ZK Research	
														33	*NOT REPORTED		