

The Evolution of Higher Education Campus Networks: 2002 to 2005



Key Questions This Study Will Answer:

- What needs are campus networks currently fulfilling?
- What network strategies are being employed?
- Are network budgets growing? Will they be sufficient to meet network demands?
- What applications will drive network expansion?
- What are the biggest challenges facing CIOs?
- What are the critical criteria used by CIOs to evaluate service providers, hardware and software vendors?
- What payback/ROI should CIOs expect from expanding network capacity or capability?
- Are application outsourcing and network out-tasking on the rise?
- Will the deployment of infrastructure and access technologies experience significant shifts?
- How are CIOs learning about new products, technologies, services, and applications?
- Who do CIOs look to for industry leadership and technical guidance?

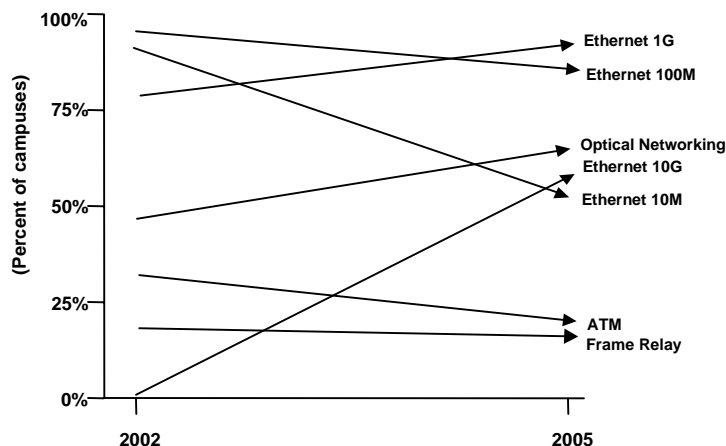
Campus Network Budgets Projected to Grow to \$6.9B by 2005

Given the ever increasing demands that the campus environment places on communications infrastructure -- largely driven by the technological sophistication of faculty and students, the need for ubiquitous high-speed broadband access, the extension of the curriculum to include distance learning, and the need to secure the core network and key applications -- campus CIOs plan to increase spending on communications infrastructure, network services, and applications through 2005. With many campus CIOs addressing these challenges with leading edge technology solutions, the learnings from the academic environment offer a great source of insight for all commercial businesses segments.

While campus network budgets will grow to \$6.9B by 2005, rapid technological advancements and increasing complexity is hampering the attainment of a stable IT strategy and migration plan. As a result, many CIOs are currently looking for their technology vendor to provide a clear, forward looking vision. The insightful market study and analysis, *The Evolution of Higher Education Campus Networks: 2002 to 2005*, prepared jointly by **Waxberg Consulting** and **InfoTech**, takes a comprehensive look at the campus network landscape -- examining not only which technologies will exhibit growth, but also which technologies will be less relied upon as these networks evolve.

Based on detailed interviews with higher education CIOs, this study explores the significant growth potential in the higher education campus network market and provides extensive data, analysis, and forecasts on the usage trends of campus communications technology, services, and applications. The study also explores which factors are most influencing network migration and growth while providing a thorough analysis of the decision criteria used by CIOs in their vendor selection process.

Technology Shifts in the Campus Backbone Network



Why You Will Want This Study

As an Infrastructure Vendor:

- Make the right development and investment decisions by targeting existing and emerging opportunities in the higher education sector.
- Deliver effective and timely market solutions by understanding the market direction and rate of technology adoption.
- Enhance your competitive positioning by leveraging insights into decision-maker strategies and challenges.
- Develop and execute sales programs and customer proposals that address critical customer needs and overcome areas of concern.

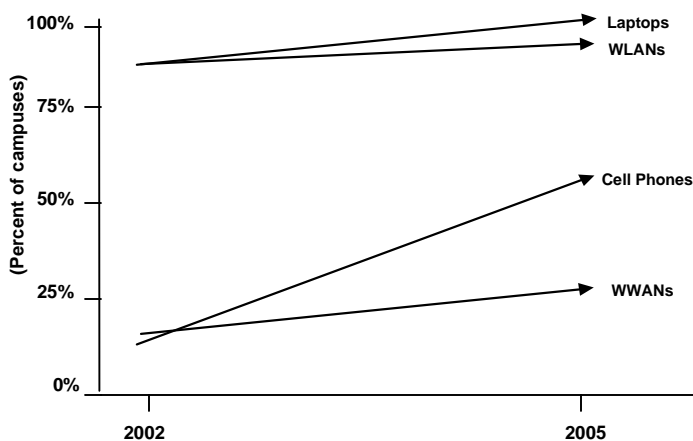
As a Higher Education Institution:

- Understand how other campus network technologies and applications are evolving in response to administrative, academic, distance learning, and research challenges.

As an Investment Analyst:

- Leverage industry trending and analysis to validate client investment recommendations.

Wireless Technology Adoption



Additional research studies and related services published by *InfoTech* include:

- IP Telephony Customer Research Program
- InfoTrack for Enterprise Communications
- Wireless Multi-Client Series

For information on additional InfoTech products and services visit www.pbimedia-infotech.com.

A GLOBAL LEADER in TELECOMMUNICATIONS INTELLIGENCE and STRATEGIC CONSULTING

InfoTech is a subsidiary of PBI Media, LLC, specializing in providing global information and professional services for the telecommunications and data networking industries.

Clients include leading voice, data and converged network service and equipment providers, as well as end-users around the world.

InfoTech offers a comprehensive portfolio of information and professional services, including market and competitive intelligence programs, custom business consulting, sales support tools and training, primary research studies and marketing programs.

InfoTech

90 East Halsey Road
Parsippany, NJ 07054
973-602-0124 (Voice)
973-884-8804 (Fax)

www.pbimedia-infotech.com
infotech@pbimedia.com

InfoTech
Building Client Value...

A Division of



C053