

Table of Contents – Enterprise Telephony

	Page No.
Executive Summary	
Significant Changes	1
Overview	2
Definitions	3
Vendor Product Maps	9
Methodology	13
 Worldwide Tables (Mfg. Revenue, Units and/or Lines, Mfg. ASP)	
Table 1: Worldwide Enterprise Telephony Market	1
Table 2: Worldwide PBX Market – by System Type	2
Table 3: Worldwide PBX Market – by Line Type	3
Table 4: Worldwide PBX Market – IP PBX	4
Table 5: Worldwide PBX Market – IP PBX – Large	5
Table 6: Worldwide PBX Market – IP PBX – Small	6
Table 7: Worldwide PBX Market – Hybrid IP/TDM PBX	7
Table 8: Worldwide PBX Market – Hybrid IP/TDM PBX – Large – Network-based	8
Table 9: Worldwide PBX Market – Hybrid IP/TDM PBX – Large – Chassis-based	9
Table 10: Worldwide PBX Market – Hybrid IP/TDM PBX – Small	10
Table 11: Worldwide PBX Market – Traditional	11
Table 12: Worldwide PBX Market – Traditional PBX	12
Table 13: Worldwide PBX Market – Traditional Key	13
Table 14: Worldwide Telephone Market	14
Table 15: Worldwide Enterprise Voice Applications Market	15
Table 16: Regional PBX Market – by Line Type	16
Table 17: Regional Telephone Market	18
Appendix 1: Worldwide Unified Communications Market (Mfg. Revenue only)	19
Appendix 2: Worldwide Unified Communications Market – Vendor Share (Mfg. Revenue only)	20
 Vendor Tables	
Total Enterprise Telephony	
Worldwide – Total Lines + Phones + Applications – Mfg. Revenue	24
 Total PBX (IP PBX + Hybrid IP/TDM PBX + Traditional PBX + Traditional Key) – Regions	
Worldwide – Mfg. Lines	25
North America – Mfg. Lines	26
EMEA – Mfg. Lines	27
Asia Pacific – Mfg. Lines	28
Rest of World – Mfg. Lines	29
 Total PBX (IP PBX + Hybrid IP/TDM PBX + Traditional PBX + Traditional Key)	
Worldwide – Total – Mfg. Revenue, Units, Mfg. Unit ASP, Lines, Mfg. Line ASP	30
Worldwide – Analog + Digital Lines – Mfg. Revenue, Lines, Mfg. ASP	35
Worldwide – IP Lines – Mfg. Revenue, Lines, Mfg. ASP	38
 IP PBX	
Worldwide – Total – Mfg. Revenue, Units, Mfg. Unit ASP, Lines, Mfg. Line ASP	41
Worldwide – Analog + Digital Lines – Mfg. Revenue, Lines, Mfg. ASP	46
Worldwide – IP Lines – Mfg. Revenue, Lines, Mfg. ASP	49

Table of Contents – Enterprise Telephony

	Page No.
IP PBX – Large	
Worldwide – Total – Mfg. Revenue, Units, Mfg. Unit ASP, Lines, Mfg. Line ASP	52
Worldwide – Analog + Digital Lines – Mfg. Revenue, Lines, Mfg. ASP	57
Worldwide – IP Lines – Mfg. Revenue, Lines, Mfg. ASP	60
IP PBX – Small	
Worldwide – Total – Mfg. Revenue, Units, Mfg. Unit ASP, Lines, Mfg. Line ASP	63
Worldwide – Analog + Digital Lines – Mfg. Revenue, Lines, Mfg. ASP	68
Worldwide – IP Lines – Mfg. Revenue, Lines, Mfg. ASP	71
Hybrid IP/TDM PBX	
Worldwide – Total – Mfg. Revenue, Units, Mfg. Unit ASP, Lines, Mfg. Line ASP	74
Worldwide – Analog + Digital Lines – Mfg. Revenue, Lines, Mfg. ASP	79
Worldwide – IP Lines – Mfg. Revenue, Lines, Mfg. ASP	82
Hybrid IP/TDM PBX – Large – Network-based	
Worldwide – Total – Mfg. Revenue, Units, Mfg. Unit ASP, Lines, Mfg. Line ASP	85
Worldwide – Analog + Digital Lines – Mfg. Revenue, Lines, Mfg. ASP	90
Worldwide – IP Lines – Mfg. Revenue, Lines, Mfg. ASP	93
Hybrid IP/TDM PBX – Large – Chassis-based	
Worldwide – Total – Mfg. Revenue, Units, Mfg. Unit ASP, Lines, Mfg. Line ASP	96
Worldwide – Analog + Digital Lines – Mfg. Revenue, Lines, Mfg. ASP	101
Worldwide – IP Lines – Mfg. Revenue, Lines, Mfg. ASP	104
Hybrid IP/TDM PBX – Small	
Worldwide – Total – Mfg. Revenue, Units, Mfg. Unit ASP, Lines, Mfg. Line ASP	107
Worldwide – Analog + Digital Lines – Mfg. Revenue, Lines, Mfg. ASP	112
Worldwide – IP Lines – Mfg. Revenue, Lines, Mfg. ASP	115
Traditional PBX	
Worldwide – Total – Mfg. Revenue, Units, Mfg. Unit ASP, Lines, Mfg. Line ASP	118
Worldwide – Analog + Digital Lines – Mfg. Revenue, Lines, Mfg. ASP	123
Worldwide – IP Lines – Mfg. Revenue, Lines, Mfg. ASP	126
Traditional Key	
Worldwide – Total – Mfg. Revenue, Units, Mfg. Unit ASP, Lines, Mfg. Line ASP	129
Worldwide – Analog + Digital Lines – Mfg. Revenue, Lines, Mfg. ASP	134
Worldwide – IP Lines – Mfg. Revenue, Lines, Mfg. ASP	137
Telephones	
Worldwide – Total Phones – Mfg. Revenue, Units, Mfg. ASP	140
Worldwide – Total IP Phones – Mfg. Revenue, Units, Mfg. ASP	143
Worldwide – IP Conference Phones – Mfg. Revenue, Units, Mfg. ASP	146
Worldwide – IP Desk Phones – Mfg. Revenue, Units, Mfg. ASP	149
Worldwide – IP Soft Phones – Mfg. Revenue, Units, Mfg. ASP	152
Worldwide – IP Wireless LAN Phones – Mfg. Revenue, Units, Mfg. ASP	155
Worldwide – Legacy Phones – Mfg. Revenue, Units, Mfg. ASP	158
Enterprise Voice Applications	
Worldwide – Total – Mfg. Revenue	161