LIST OF FIGURES

SECTION I

Figure 1.1  Channel Partnerships by General OSS Type
Figure 1.2  Channel Partnerships by Specific OSS Type
Figure 1.3  Channel Partnerships by General Hardware Type
Figure 1.4  Channel Partnerships by Specific Hardware Type
Figure 1.5  Nature of Channel Partnerships Between OSS and Hardware Vendors

SECTION II

Figure 2.1  Hardware Vendor OSS Channel Relationships by Type

SECTION III

Figure 3.1  Channel Partnerships by OSS Category
Figure 3.2  Channel Partnerships by Hardware Category

SECTION IV

Figure 4.1  OSS Vendor Partnerships with Systems Integrators
Figure 4.2  OSS Vendor Channel Partnerships by Partner Type

SECTION V

Figure 5.1  OSS Vendor Survey Respondents
Figure 5.2  OSS Vendor Channel Partnerships
Figure 5.3  Ace*Comm’s Hardware Channel Partnerships
Figure 5.4  Ace*Comm’s Systems Integrator Partners
Figure 5.5  ADC’s Hardware Channel Partnerships
Figure 5.6  ADC’s Software Channel Partnerships
Figure 5.7  Agilent’s Software Channel Partnerships
Figure 5.8  Axiom’s Hardware Channel Partnerships
Figure 5.9  Axiom’s Software Channel Partnerships
Figure 5.10  Azure’s Software Channel Partnerships
Figure 5.11  Granite’s Hardware Channel Partnership
Figure 5.12  Granite’s Software Channel Partnerships
Figure 5.13  Granite’s Systems Integrator Partnerships
Figure 5.14  Ilog’s Hardware Channel Partnerships
Figure 5.15  Ilog’s Software Channel Partnerships
Figure 5.16  Intelliden’s Hardware Channel Partnerships
Figure 5.17  Intelliden’s Software Channel Partnerships
Figure 5.18  Lucent’s Hardware Channel Partnership
Figure 5.19  Lucent’s Software Channel Partnership
Figure 5.20  Micromuse’s Hardware Channel Partnerships
Figure 5.21  Micromuse’s Software Channel Partnerships
Figure 5.22  Micromuse’s Systems Integrator Partnerships
Figure 5.23  NetCracker’s Software Channel Partnerships
Figure 5.24  NetCracker’s Systems Integrator Partnerships
Figure 5.25  Sentori’s Hardware Channel Partnership
Figure 5.26  Sentori’s Software Channel Partnerships
Figure 5.27  Sheer’s Hardware Channel Partnerships
Figure 5.28  Sheer’s Software Channel Partnerships
Figure 5.29  Syndesis’s Hardware Channel Partnerships
Figure 5.30  Syndesis’s Software Channel Partnership
Figure 5.31  Syndesis’s Systems Integrator Partnerships
Figure 5.32  Telution’s Hardware Channel Partnerships
Figure 5.33  Telution’s Software Channel Partnership
Figure 5.34  Telution’s Systems Integrator Partnerships

SECTION VI

Figure 6.1  Survey Results for Hardware Vendors
Figure 6.2  ADVA’s Software Channel Partnership
Figure 6.3  Alcatel’s Software Channel Partnerships
Figure 6.4  Allied Telesyn’s Software Channel Partnerships
Figure 6.5  Surveyed OSS Vendors Claiming Cisco Channel Relationships
Figure 6.6  Fujitsu’s Software Channel Partnership
Figure 6.7  Juniper’s Software Channel Partnerships
Figure 6.8  Ericsson’s Software Channel Partnerships
Figure 6.9  Lucent’s Software Channel Partnerships
Figure 6.10  Nortel’s Software Channel Partnerships
Figure 6.11  Sycamore’s Software Channel Partnerships

APPENDIX A

Figure A.1  Hardware Vendor Market-Maker Ratings
Figure A.2  OSS Vendor Market-Maker Ratings