# TABLE OF CONTENTS

**LIST OF FIGURES**

- 3

**I. INTRODUCTION AND KEY FINDINGS**

- 4
  1.1 Key Findings
  - 4
  1.2 Report Structure
  - 6

**II. ABOUT THE RESPONDENTS**

- 7

**III. ENTERPRISE TELECOM SPENDING PLANS FOR 2005**

- 9
  3.1 Overall Telecom Spending Projections
  - 9
  3.2 Projected Spending on New Equipment and Advanced Services
  - 10

**IV. TELECOM EQUIPMENT SPENDING PLANS**

- 12
  4.1 Spending on Telecom Products, by Product Category
  - 12
  4.2 Perceived Strategic Importance of Telecom Products
  - 13

**V. TELECOM SERVICE SPENDING PLANS**

- 14
  5.1 Spending on Telecom Services, by Category
  - 14
  5.2 Perceived Strategic Importance of Telecom Services
  - 15
  5.3 Key Criteria for Evaluating Service Providers
  - 16

**APPENDIX A: ABOUT THE SURVEY**

- 18

**APPENDIX B: LEGAL DISCLAIMER**

- 19