Survey Methodology

The Survey of Systems Vendor Plans for 2005 and the Survey of Components Vendor Plans for 2005 were conducted as part of the Heavy Reading Links 2004 survey series to determine 2005 spending and revenue expectations across the entire telecommunications “supply chain,” including consumers, enterprise end users, service providers, hardware and software systems vendors, and components suppliers.

For each of the five target groups, Heavy Reading created an online questionnaire focusing on 2005 revenue and spending projections, along with additional forward-looking questions relevant to each specific target group. Potential survey respondents in each target group were then solicited via email to participate in the surveys. The surveys were conducted in August 2004; preliminary results were first presented by Heavy Reading to attendees of the Links 2004 Executive Summit, held September 19-20, 2004, at Half Moon Bay, California.

A total of 268 respondents volunteered to participate in the systems vendor survey. From this group, 234 respondents met the main qualification for participation: direct involvement with a systems vendor, either as an employee or consultant. A total of 139 respondents volunteered to participate in the components vendor survey; 120 met the employment qualification to participate. Further information about the demographic composition of the respondent bases is presented in Section II of this report.

The questionnaires were constructed to gauge overall perceptions of vendor employees regarding their company’s revenue, spending, and product sales expectations for 2005. As such, the survey was not intended to record company-approved guidance regarding anticipated future performance. Rather, the intent of the survey was to gauge general perceptions of the telecom industry’s projected development for 2005.

Full results of the survey are available online to report subscribers in a searchable database form that allows data analysis by specific demographic sectors.