SURVEY METHODOLOGY

The *Heavy Reading 2006 Survey of Ethernet Service Providers* was created to gauge Ethernet service provider's current and projected rollouts of carrier-delivered Ethernet services, including Ethernet private line, Ethernet virtual private line, Ethernet private LAN, and Ethernet virtual private LAN offerings.

The survey was based on a questionnaire created by *Heavy Reading* in July 2006. After the initial questionnaire was drafted and a number of refinements were made, the questionnaire was posted to the *Heavy Reading* Website on July 20, 2006.

At that point, *Heavy Reading* sent email invitations to participate in the survey to service provider candidates culled from various sources, including all users registered as service provider employees with Websites operated by Light Reading Inc., the parent company of *Heavy Reading*. Invitations included an incentive in the form of a free report from *Light Reading Insider*, a monthly research publication (list price: $900).

The first invitations to participate in the online survey were sent on July 20, 2006. Follow-up invitations were sent on July 27 and August 9, 2006. Responses to the survey were accepted through August 18, 2006.

*Heavy Reading* received 204 responses from parties interested in participating in the online survey. From this pool of potential respondents, 158 met the baseline qualifications and were allowed to participate. Baseline qualifications included:

- The respondent must work for a service provider/telecom operator either directly (as a staff member) or indirectly (as a consultant/contractor).
- The respondent must identify his or her employer.