

Cisco Switching Education Day Fast Market Facts

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Switching: US

- ? Synergy Research Group predicts the LAN Switching market will grow to \$22 billion by 2006, driven by an organic increase in Internet infrastructure, end-user familiarity, and demand for continual improvement of low cost, fully backward-compatible Ethernet networks that serve as the foundation for efficient text and voice communication, e-commerce, e-business, e-learning, e-enterprise resource planning software, and corporate databases. (Synergy Research Group, December, 2002, Third Quarter 2002 Market Analysis: LAN Switching Program)
- ? The market for Layer 2–7 switching products is expected to grow to \$14.7 billion by 2006, and Cisco will maintain its market share leadership. (Yankee Group, 10/2002 Enterprise LAN Switching: Who Is Number Two)
- ? Worldwide 10GbE LAN Switch Revenue is expected to top \$3.2 billion in 2007 (Gartner Group, October 2002, Worldwide 10GbE LAN Switch Forecast and Analysis, 2002-2007).
- ? Growth in switching is also coming from Service Providers. Experts in the industry agree that the future of enterprise WAN connectivity is in IP and Ethernet with the use of VPNs. (Synergy Research Group, December, 2002, Third Quarter 2002 Market Analysis: LAN Switching Program)
- ? Metropolitan area networks will continue to be a significant long-term driver and growth opportunity for the Ethernet switching market. The capacities necessary to scale these networks and deliver seamless WAN connectivity demand the same high performance equipment that is found in the enterprise backbone today. (Current Analysis, October 2002, Enterprise Infrastructure Core Switching)
- ? Cisco Systems accounted for 41 percent of all port shipments and 73 percent of total manufacturer revenue. Cisco Systems' market share increased by 14 percent in terms of port shipments and 7 percent in manufacturer revenue. (Gartner Group, January 2003, Ethernet Switches: Worldwide Market Share, 3Q02).
- ? After two consecutive years of decline, the LAN switch market will witness a modest rebound, reaching \$16.2 billion in 2007. (IDC, October 2002, Worldwide LAN Switch Forecast and Analysis, 2002-2007)
- ? Layer 3 switching will grow from \$6 billion in 2002, nearly doubling to \$11.2 billion in 2007. (IDC, October 2002, Worldwide LAN Switch Forecast and Analysis, 2002-2007)

Switching: Asia/Pac

- ? Cisco Systems continued to lead in LAN switching for both the carrier/service provider and the enterprise markets in Japan. (Gartner Group, January 2003, 2002 Preliminary Market Statistics: LAN Switches in Japan)

Switching: EMEA

- ? The EMEA Ethernet switch market amounted to 12.5 million ports in 3Q02 — an increase of 13.5 percent in comparison with the 2Q02, and an increase of 24.5 percent from 3Q01. Cisco Systems, the market leader, accounted for 39.5 percent of all shipments, and 69.8 percent of all revenue, increasing further its lead. (Gartner Group, January 2003, LAN Ethernet Switches: Europe, the Middle East and Africa, 3Q02)
- ? Layer 3 and gigabit (1,000-Mbps) switches were the fastest-growing segments this quarter in EMEA, as vendors continue to push prices down and offer more competitive products. (Gartner Group, January 2003, LAN Ethernet Switches: Europe, the Middle East and Africa, 3Q02)