

Demand Situation Summary

Summary of current quarter's demand pipeline rates and averages

Comm. Infrastructure Providers

Survey Period: Fourth Quarter 2007

Base: All respondents in companies of 250 or more employees with purchase or support responsibility for Communications Products or Communications Services.

Product Name	Ever Heard	Consideration Rate	Ever Considered	Evaluation Rate	Ever Evaluated	Closing Rate	Ever Bought	Current Consideration	Positive Opinion	Negative Opinion	Net Opinion	Opinion Ratio
Alcatel	69.8	16.1	11.2	76.7	8.6	67.4	5.8	3.1	12.7	5.4	7.4	70.3
Cisco	96.0	50.3	57.0	93.0	53.0	104.2	55.2	22.4	57.0	5.7	51.4	91.0
Dell	80.7	32.6	26.3	67.8	17.8	83.3	14.8	8.0	25.3	6.7	18.6	79.0
Juniper Networks	74.0	38.9	28.8	63.3	18.2	81.0	14.7	10.2	21.1	3.1	17.9	87.1
Lucent	89.1	35.5	31.7	69.5	22.0	77.1	17.0	4.0	21.5	7.4	14.1	74.3
Nortel	88.6	38.4	34.0	74.7	25.4	88.4	22.4	9.3	28.2	7.0	21.3	80.2
Average:	83.0	37.9	31.5	76.8	24.2	89.7	21.7	9.5	27.6	5.9	21.8	82.5

Key to Shaded Values: Between 10% and 20% below average
20% or more below average

Consideration Rate = Ever Considered/Ever Heard

Evaluation Rate = Ever Evaluated/Ever Considered

Closing Rate = Ever Bought/Ever Evaluated

Opinion Ratio = Positive Opinion/(Positive + Negative Opinions)