

The following list is a proposal of planned research for 2009. The studies are dependent on client interest and include guideline prices:

A Quarterly Forecast Report for Structured Cabling in the U.S.

The initial report followed by three quarterly updates will give an estimate of the growth in the value of the structured cabling market and the impact of the economic downturn, using economic data and construction data along with quarterly information from a panel, who represent key stakeholders in the industry, such as the distributors, SIs and consultants. Proposals are for the U.S., and a Region, such as the Americas.

Price \$2,000-\$2,500 per quarter/ \$10,000 per annum

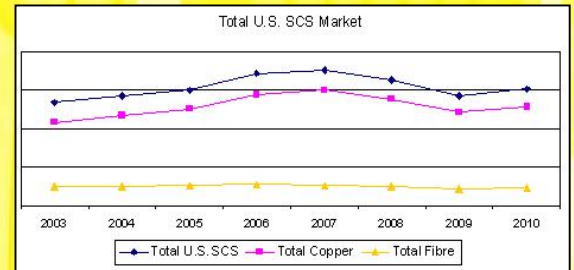


Image: Total U.S. SCS Market 2003-2010

Data Centre Cabling - India or Germany or Other Country

Depending on interest, a cabling study will be carried out for another data storage intensive country, such as India or Germany. As for the previous data centre cabling studies for the U.S. and the U.K., the market will be detailed by category of cable, the copper-fibre split, and a model formulated for the value of the market with forecasts and trends.

Price \$6,000-\$7,000

The Impact of High Speeds in the Enterprise and the Data Centre

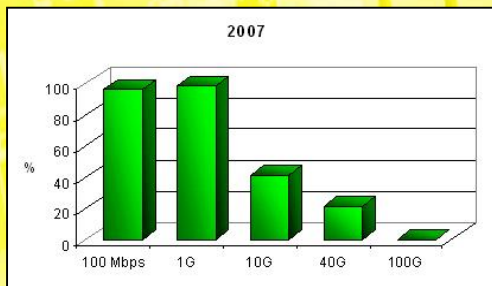


Image: Speeds in the Data Centre Network in 2007

This focused and detailed hot topic report on the choices between copper and fibre, category of cable, replacement rates and availability of active equipment will show the outcome of the end-users' drive to upgrade to 10G, 40G and 100G, under budgetary constraints. Information will be derived from an end-user survey and discussions with related specialists.

Price \$3,000

An Update to the Report on the Impact of Wireless and VoIP on Enterprise and Campus Cabling

An update report that will show the current impact of additions or reductions of cabling for commercial WLAN and an overview of penetration rates. Covering trends, barriers and new regulation, the integration of wireless and VoIP, and the crossover with other wireless and cellular networks, this report will give an insight into the threats and opportunities for cabling suppliers in the top five cabling markets.

Price \$3,000

The Copper-Fibre Balance

As the balance between copper and fibre changes in the data centre, BSRIA's new short report will demonstrate the split between copper and fibre in the LAN, campus, verticals, data centres and other high-speed applications in the U.S. derived from an end-user survey and in-house data.

Price \$3,000

For further information regarding these and other BSRIA reports, please contact Lone Hansen on +44 1344 465643 or email wmi@bsria.co.uk

Controls, Security, Fire and Structured Cabling

A hot topic report to show the types of cables used in buildings such as structured cabling, security (CCTV, intruder alarm and access control), building controls, fire alarm and detection and other areas such as environmental monitoring.



This report will describe the typical cabling used by application and IP integration and future trends, including drivers and barriers to convergence. This study will be based on interviews with specifiers and consultants covering most services and applications.

Price \$3,000

Vertical Analysis in China

A number of clients have asked for a vertical analysis of the Chinese market. As in the previous U.S. Vertical Sector report, the market will be split by the most important vertical sectors with an estimate of the value of each sector and its growth potential. The report will also highlight the type of cabling installed, replacement rates, penetration of new technologies, the decision process and brand choice, including the preference for local brands versus international brands for copper and fibre.

Price \$8,000-\$9,000

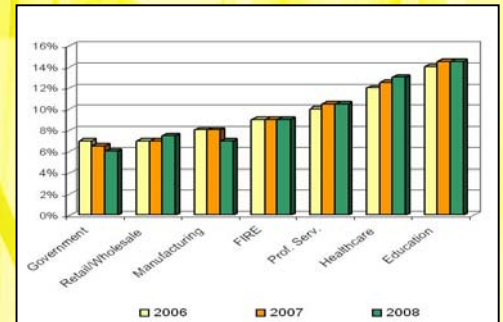


Image: Value of Cabling Purchase per Sector for 2006, 2007 and 2008, U.S.

An Analysis of the U.S. Market by a Single Vertical Sector

Following interest in the BSRIA Vertical Market cabling study of the U.S. in 2007, a focused report is proposed to look at the end-user choices and trends within one major sector, to show suppliers something different to their historical data and to show new target markets in an active sector. This report will show the trends and the mix of copper, fibre, and wireless and uptake of new technologies. Verticals under consideration are the Retail sector, Leisure, Information Services, or Education.

Price \$3,000

Another possible report could be a Vertical Market study across, for example, Manufacturing, Distribution and Retail.

A Strategic Overview of the Top Global Suppliers

Analysis of the top 10 largest companies dominating the global structured cabling market, including product sales by region, production facilities and channels to the markets. The report will also look at global trends, such as the increasing importance of local suppliers in Asia, the electrical wholesalers importance in Europe and America, the early adopters of Cat 6A, and whether the trend is towards unshielded or shielded Cat 6A.

Price \$3,000

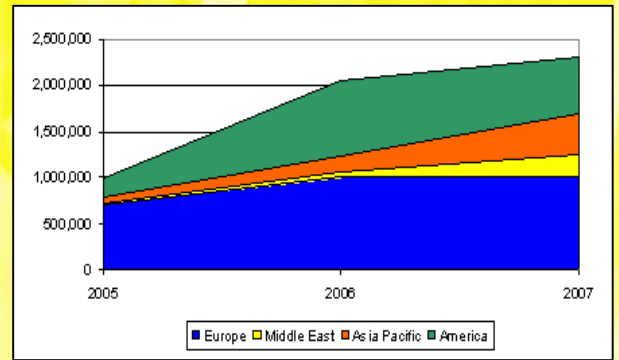
Other Possible Reports: FTTP

Intelligent Infrastructure Management

An overview of the market for IIMS by volume (number of managed ports), globally and regionally. The study will help suppliers understand how best to approach the market tactically and strategically.

The study includes forecast and global trends, drivers and barriers, revealing the typical end-users, types of sectors and size of typical projects.

Price \$3,000; published October 2008



The global market for IIMS by number of installed managed ports, 2005-2007

Data Centre and storage markets

This comprehensive study examines market potential and drivers for cabling products, giving a complete picture of the cabling in the data centre and storage market. Will the future end-users opt for fibre or 10G copper?

The data centre market currently represents approximately 15% of the global structured cabling market and this share is increasing. This single volume report provides an overview of market size and structure for cabling products used in data centres, plus forecasts, trends and drivers. Results are based on detailed interviews with end-users.

End-user results include existing cabling, future plans, use of copper and fibre by type and application, use of pre-terminated fibre, and the effects of increasing data speeds.

The study also includes an excel market size model, which covers the number of cabling links and lengths installed between switches and servers and replacement rates.

This report covers the US market only; BSRIA plans to publish a UK data centre cabling report in January 2009.



Source: Lawrence Berkeley National Laboratory

Price \$8,560; published February 2008. Includes two reports - an excel spreadsheet including market size and forecast and a PowerPoint end-user study.

Also available is the US Data Centre PowerPoint end-user study on its own priced at \$5,000.

For further information regarding these and other BSRIA reports, please contact

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BSRIA structured cabling markets by individual country

Every year BSRIA publishes a suite of 20+ market intelligence reports for the world's most prominent structured cabling markets.

Each report provides a detailed analysis of a specific country market, including size and structure, forecasts, drivers and key segmentations, giving independent insight and clarity to your business.

Countries are researched on a rotational basis (see schedule table opposite), with key countries published annually.

Subscriber benefits:

BSRIA's annual subscription service offers you:

- a discount on your order package
- consistency in your market data
- an extended enquiry service at no extra cost
- access to BSRIA's annual industry presentation

Publication, Jan - March		2006	2007	2008	2009	2010	2011	
Research year		2005	2006	2007	2008	2009	2010	Proposed cycle
Americas	USA							Yearly
	Canada							3 year cycle
	Brazil							2 year cycle
	Mexico							2 year cycle
	Argentina							new
	Chile						?	new
Asia Pacific	China							Yearly
	Australia							Yearly
	South Korea							2 year cycle
	Japan							2 year cycle
	India							Yearly
	HK							3 year cycle
	ASEAN Ov.							3 year cycle
	Vietnam						?	new
	Singapore						?	
Europe	Germany							Yearly
	UK							Yearly
	France							Yearly
	Netherlands							2 year cycle
	Italy							Yearly
	Spain							3 year cycle
	Switzerland							2 year cycle
	Belgium							2 year cycle
	Austria							2 year cycle
	Sweden							2 year cycle
	Norway							2 year cycle
	Finland							2 year cycle
	Denmark							2 year cycle
	Portugal							3 year cycle
	Poland							2 year cycle
	Russia							Yearly
Hungary							new	
Ukraine							new	
Czech Rep							new	
Greece							?	new
Ireland							?	new

Additional countries available for Middle East

In 2007, BSRIA published individual structured cabling reports for UAE, Saudi Arabia, Bahrain, Qatar, Kuwait and Iran. These reports follow the structure of BSRIA's regular country reports above. BSRIA will continue to publish further country reports outside the world programme in 2009 subject to market demand.

Package price for all Middle East studies \$10,000 or \$2,600 per individual report.

Prices start at \$2,660 per country. For further information regarding these and other BSRIA market intelligence reports, please contact Lone Hansen on

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