

Few Businesses Moving Aggressively on Unified Communications

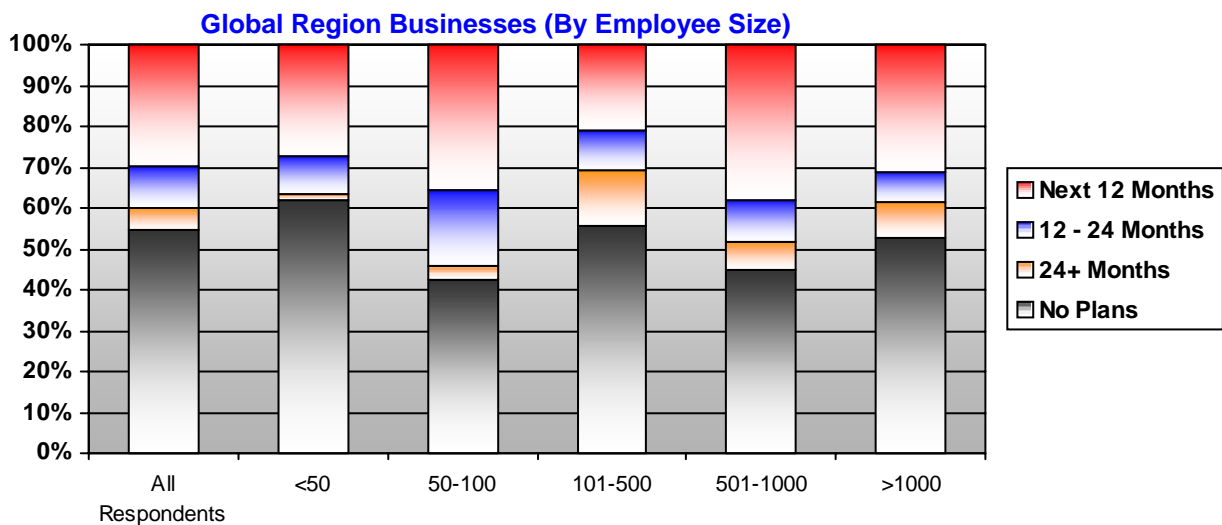
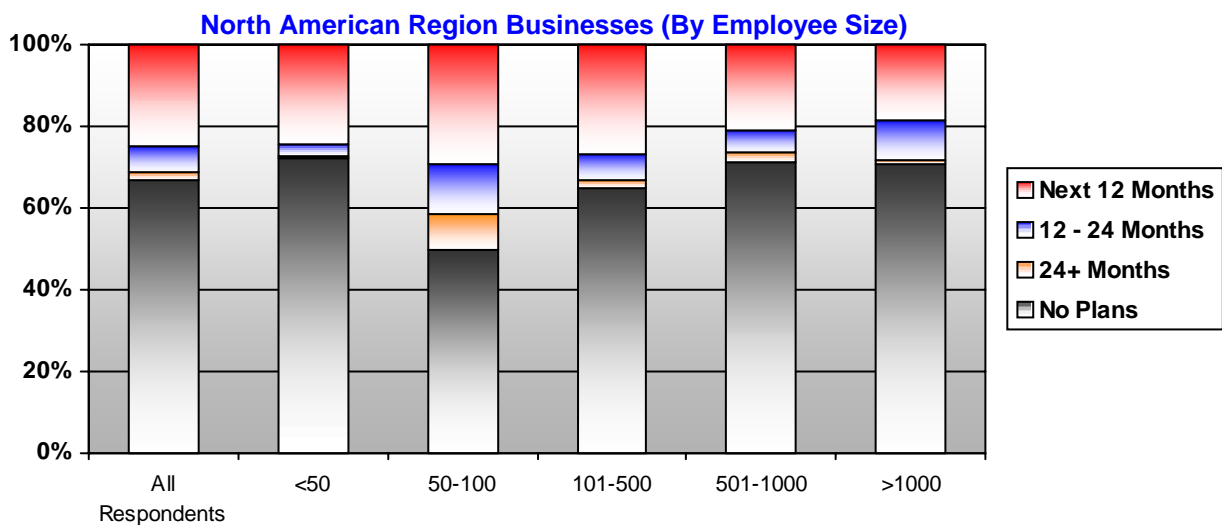
As the focus of mainstream enterprises begins to shift from the implementation of IP networks to the use of converged applications to improve business performance, *Unified Communications* (UC) appears potentially poised for wide-spread adoption. Our latest research survey conducted in partnership with *IntelliCom Analytics* asked TMC subscribers and Web site visitors to describe their plans for deploying UC.

The results suggest that UC solution providers still face considerable challenges in persuading businesses of all sizes that Unified Communications should play an important role in their near-term technology deployment plans

Of the 914 business decision makers participating in the survey, **63%** of North American-headquartered enterprises do not have any current plans to deploy Unified Communications. Although somewhat more engaged than their NA colleagues, **54%** of respondents representing all other global regions similarly had no plans for UC adoption. Regardless of global region, the companies that have decided to move ahead with UC are fairly evenly spread across all employee size segments.

These findings appear consistent with last week's survey that found a large percentage of businesses believe that vendors have yet to tangibly define the benefits of UC.

“Which of the following most closely represents the time frame you are considering for deploying Unified Communications applications?”



Category Definitions:

- **No current plans** for adopting Unified Communications applications
- **We are planning to deploy within the next 12 months**
- **We are planning to acquire 12 to 24 months from now**
- **We are planning to acquire 24 to 36 months from now**