



Press Release

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1H 2006 v 1H 2005

• Dutch PBX/IP PBX Market

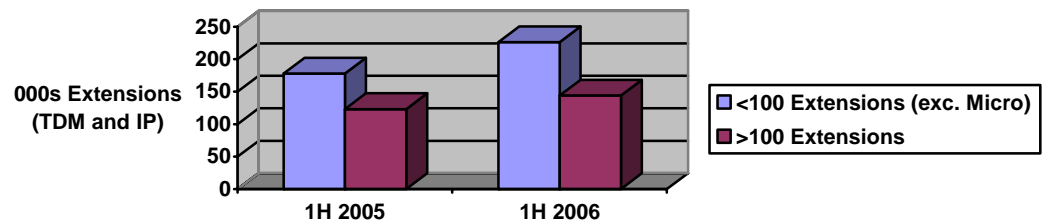
Contact Us
MZA
Marsh House
25 The Parade
Marlborough
Wiltshire SN8 1NE
UK

www.mzaconsultants.com

2006 Dutch PBX-IP PBX Market Dutch PBX-IP PBX Market shows strong growth 1H06 v 1H05

According to analyst firm MZA (www.mzaconsultants.com) the Dutch PBX/IP PBX market witnessed strong growth in the first half of 2006 when compared with the comparable period of 2005. Total lines shipped (both TDM and IP to the desktop) on PBXs/IP PBXs (excluding micro PBXs) grew by 23% to reach 370,000 extensions. The greatest growth rate was witnessed in the market for systems installed with less than 100 extensions, which grew by 27% in terms of extensions shipped. Strong growth also occurred in the market for systems with more than 100 extensions, which registered a growth rate of 17%.

Dutch PBX-IP PBX Market



In terms of IP extensions to the desktop, the progression to IP based desktop continues to gather pace with growth of more than 50% in terms of IP extensions to the desktop. This has resulted in IP extensions to the desktop representing over 20% of total extensions (excluding micro PBXs), one of the highest penetration rates in Europe.

In respect of manufacturer market shares, Avaya moved into pole position, displacing Siemens, in the first half of 2006. Siemens were followed by Alcatel whose position remains strongest in the less than 100 extension market. After these three vendors who hold a dominant position, Cisco, Panasonic, Aastra and Mitel are in the following pack. Mitel have witnessed the strongest growth in lines shipped over the past 12 months, with their focus on IP based solutions and the end user experience helping to drive this momentum.

KPN continue to be a major force in the Dutch PBX-IP PBX market, and their position is expected to be strengthened by a string of recent acquisitions (including distributors CSS and Newtel and, most recently, the sales and service division of the Dutch Siemens enterprise networks division).

Further Information

The information above is an extract from MZA's latest analysis from the PBX/IP PBX Global Quarterly Tracker. Full outputs with details of shipments by product category and size segment in pivot table format are available on a quarterly basis to subscribers to the service. The information above is based on MZA's extensive programme of face to face and telephone interviews together with shipment analysis covering more than 15 vendors active. MZA also provides analysis of applications areas including contact centres, wireless PBXs and messaging.

For information, please contact:

Stephanie Watson

MZA Limited

Marsh House

25 The Parade

Marlborough

Wiltshire SN8 1NE

UK

(swatson@mzaconsultants.com, Tel: 00 44 1672 516144)