



艾凯咨询  
ICAN Consulting

# 2008 US Business VoIP Overview : Stick to Fundamentals

# 一、调研说明

《2008 US Business VoIP Overview: Stick to Fundamentals》是艾凯咨询集团经过数月的周密调研，结合国家统计局，行业协会，工商，税务海关等相关数据，由行业内知名专家撰写而成。报告意于成为从事本行业人士经营及投资提供参考的重要依据。

报告主要可分为四大部分，首先，报告对本行业的特征及国内外市场环境进行描述；其次，是本行业的上下游产业链，市场供需状况及竞争格局从宏观到细致的详尽剖析，接着报告中列出数家该行业的重点企业，分析相关经营数据；最后，对该行业未来的发展前景，投资风险给出指导建议。相信该份报告对您把握市场脉搏，知悉竞争对手，进行战略投资具有重要帮助。

官方网址：<https://www.icandata.com/view/45697.html>

报告价格：纸介版9000元 电子版9000元 纸介版+电子版9200元

订购电话：400-700-0142 010-80392465

电子邮箱：[sales@icandata.com](mailto:sales@icandata.com)

联系人：刘老师

特别说明：本PDF目录为计算机程序生成，格式美观性可能有欠缺；实际报告排版规则、美观。

## 二、摘要、目录、图表

The slowing economy is certain to play a role in the continued deployment of VoIP. While new entrants may be skeptical about spending in order to save, this might not be as much the case among the increasingly sizable base of existing business VoIP users who still have plenty of legacy TDM voice solutions in place. Many of these decision makers are more likely to seek solutions involving less up-front costs, or rock-solid financials than those choosing to abandon further deployment strategies. Only 34% of businesses with VoIP use it exclusively (no TDM). Deployments remain wide-ranging, and despite recent economic slowdowns, growth in all flavors of VoIP is expected to grow at mitigated levels, reaching 74% of all US businesses by 2012.

This report reviews the key factors driving VoIP adoption, the impact of a slowing economy, and the multiple flavors of IP finding roots in the US business market. Survey results of 639 decision makers in organizations that have adopted VoIP are reviewed. Revised line/seat and revenue forecasts through 2012 for Hosted IP Centrex and broadband IP telephony within the US are provided, along with a worldwide IP PBX line.

### 【 目录 】

Executive Summary

Introduction

VoIP Is Still a Partial Solution But Gaining Broad Traction

Carrier-Provided Solutions Appeal to SMB; Premises-Based to Enterprises

Carrier-Provided VoIP Solutions Still Led by BBIPT

Many BBIPT and IP Centrex Vendors in the Mix

No Single Premises-Based Solution Reigns Supreme

IP Phones are Still Not Pervasive

Only About Half of Total Voice Lines Among Current VoIP Users are IP

IM Increasingly Has a Role in the VoIP Arena

Factors Driving VoIP Adoption

VoIP Forecasts

IP PBX Forecast

Hosted IP Centrex Forecast

Broadband IP Telephony Forecast

Implications

Methodology

Data Collection

Data Weighting

Size of Business Definitions

Glossary

List of Tables

Table 1. Status of Current VoIP Deployment

Table 2. Status of Current VoIP Deployment by Premises or Carrier Solution

Table 3. Impact of the Recent Economic Slowdown on VoIP Deployment Plans

Table 4. Current Use of Carrier-Provided vs. Premises-Based VoIP Solutions

Table 5. Currently Deployed Carrier-Provided VoIP Services

Table 6. Currently Deployed Premises-Based VoIP Solutions

Table 7. Survey-Based IP PBX Vendor Results vs. Line Shipments in the US

Table 8. Types of Phones Used for IP PBX or IP-Enabled Solutions

Table 9. Long-Term Strategies for Deploying Phones

Table 10. Proportion of Total Voice Lines Using IP

Table 11. Current Use of Public or Proprietary IM Solutions

Table 12. Current Public IM Provider

Table 13. Three Most Important Factors in Justifying the Purchase of VoIP

Table 14. Key Operational and Technical Factors to Consider in VoIP Adoption

Table 15. Worldwide IP PBX Line Shipment Forecast, 2007 – 2012

Table 16. Original US Hosted IP Centrex Seats in Service, 2007 – 2012 (in Thousands)

Table 17. Revised US Hosted IP Centrex Seats in Service, 2007 – 2012 (in Thousands)

Table 18. Revised US Hosted IP Centrex Revenues, 2007 – 2012 (US\$ in Millions)

List of Figures

Figure 1. Penetration of VoIP in At Least One Location Among US Businesses

Figure 2. Premises-Based vs. Carrier-Based VoIP Solutions

Figure 3. Status of Current VoIP Deployment

Figure 4. Current Broadband IP Telephony Provider

Figure 5. Current IP Centrex Provider

Figure 6. TDM vs. IP Trunks for IP PBX Solutions

Figure 7. Provider of PBX Trunks

Figure 8. Current IP Gateway Provider

Figure 9. Proportion of Total Voice Lines Using IP by Solution Type

Figure 10. BBIPT Business Lines Deployed, 2007 – 2012 (in Thousands)

Figure 11. BBIPT Business Revenues, 2007 – 2012 (\$US in Millions)

详细请访问：<https://www.icandata.com/view/45697.html>

### 三、研究方法

- 1、系统分析方法
- 2、比较分析方法
- 3、具体与抽象方法
- 4、分析与综合方法
- 5、归纳与演绎方法
- 6、定性分析与定量分析方法
- 7、预测研究方法

### 四、数据来源

对行业内相关的专家、厂商、渠道商、业务（销售）人员及客户进行访谈，获取最新的一手市场资料；

艾凯咨询集团长期监测采集的数据资料；

行业协会、国家统计局、海关总署、国家发改委、工商总局等政府部门和官方机构的数据与资料；

行业公开信息；

行业企业及上、下游企业的季报、年报和其它公开信息；

各类中英文期刊数据库、图书馆、科研院所、高等院校的文献资料；

行业资深专家公开发表的观点；

对行业的重要数据指标进行连续性对比，反映行业发展趋势；

中华人民共和国国家统计局 <http://www.stats.gov.cn>

中华人民共和国国家工商行政管理总局 <http://www.saic.gov.cn>

中华人民共和国海关总署 <http://www.customs.gov.cn>

中华人民共和国商务部 <http://www.mofcom.gov.cn>

中国证券监督管理委员会 <http://www.csrc.gov.cn>

中华人民共和国商务部 <http://www.mofcom.gov.cn>

世界贸易组织 <https://www.wto.org>

联合国统计司 <http://unstats.un.org>

联合国商品贸易统计数据库 <http://comtrade.un.org>

## 五、关于艾凯咨询网

艾凯咨询网（[www.icandata.com](http://www.icandata.com)）隶属艾凯咨询集团（北京华经艾凯企业咨询有限公司），艾凯咨询集团专注提供大中华区产业经济情报，为企业商业决策赋能，是领先的市场研究报告和竞争情报提供商

艾凯咨询集团为企业专业投资咨询报告、深度研究报告、市场调查、统计数据等。艾凯咨询网每天更新大量行业分析报告、图表资料、竞争情报、投资情报等，为用户及时了解迅速变化中的世界和中国市场提供便利，为企业商业决策赋能。

### 研究力量

高素质的专业的研究分析团队，密切关注市场最新动向。在多个行业，拥有数名经验丰富的专业分析师。对于特定及专属领域，我们有国内外众多合作研究机构，同时我们聘请数名行业资深专家顾问，帮助客户分清市场现状和趋势，找准市场定位和切入机会，提出合适

中肯的建议，帮助客户实现价值，与客户一同成长。

### 我们的优势

权威机构 艾凯咨询集团二十年深厚行业背景;

数量领先 囊括主流研究报告和权威合作伙伴;

服务齐全 促销、推荐指数、积分、网上支付等;

良好声誉 广泛知名度、满意度，众多新老客户。