

EXECUTIVE STRATEGIC BRIEFING: SCS MARKET SHARE ANALYSIS

Short on time?

Information overload?

Executive Strategic Briefings— a new series of impact reports from FTM Consulting, Inc. is a concise report prepared for executive decision makers.

These briefings provide information in a concise, fact-filled format, without the filler and fluff of other market research reports. If you need market intelligence in order to evaluate your firm's market position relative to your competitors, you need our first briefing report,

STRUCTURED CABLING SYSTEMS MARKET SHARE ANALYSIS

This briefing answers:

- Who are the major SCS suppliers and what are their market shares?
- If you are a SCS supplier, what is your firm's SCS market share?
- If you are a SCS supplier, what are your competitors' market shares?
- Where do you want to position your firm in the SCS market?

PLUS, this briefing provides the following valuable information:

- Market shares by UTP copper and fiber cabling
- Market shares by cable and by apparatus
- Total SCS market shares
- Historical industry share and industry analysis
- Current industry analysis
- Future industry direction

This briefing also includes a description & analysis of:

- Recent industry consolidations and future consolidations
- Significant industry players and their market shares
- Industry leaders market shares and market positions
- SCS supplier's market segmentation analysis
- Future trends: further consolidations, acquisitions, distribution channels, future technology impact

More.....

TABLE OF CONTENTS

Chapter 1

Introduction

Study Objectives
SCS Market Segmentation
Methodology/Sources
General Notes

Chapter 2

Executive Summary

Industry View
Total SCS Market Shares
UTP Copper Cabling Market Shares
Fiber Cabling Market Shares

Chapter 3

Industry Evolution

Pre-Divestiture
Divestiture
Post Divestiture
LAN Growth Phase
Saturation Period
Current Status

Chapter 4

SCS Market Size

SCS Major Cabling Media Segments
SCS Major Product Segments
SCS Renewed Growth
SCS Current Market Size Analysis

Chapter 5

UTP Cable Market Shares

Chapter 6

UTP Apparatus Market Shares

Chapter 8

Fiber Cable Market Shares

Chapter 9

Fiber Apparatus Market Shares

Chapter 10

Fiber Cabling Market Shares

Chapter 11

Total SCS Market Shares

Chapter 12

Industry Analysis

Three Dominant Players Emerge
UTP Copper and Fiber Cable Suppliers are Separate Submarket Segments
Cable and Apparatus Suppliers do not Crossover into Each Others' Markets
UTP Apparatus Suppliers Move into Fiber Apparatus Market
Industry Partnerships

Chapter 13

Industry Future Directions

Further Industry Consolidation Limited
Niche Marketing Expected to Emerge
Distribution Remains Primary Sales Channel
Newer Technology Developments Limited

LIST OF FIGURES

Chapter 2

Figure 2.1: Total SCS Market Shares
Figure 2.2: UTP Cabling Market Shares
Figure 2.3: Fiber Cabling Market Shares

Chapter 3

Figure 3.1: Market Shares Historical – 1999

Chapter 4

Figure 4.1: Total SCS Market by Segment – 2006

Chapter 5

Figure 5.1: UTP Cable Market Shares
Figure 5.2: UTP Cable Market Shares –2006

Chapter 6

Figure 6.1: UTP Apparatus Market Shares –2006

Chapter 7

Figure 7.1: UTP Cabling Market Shares
Figure 7.2: UTP Cabling Market Shares –2006

Chapter 8

Figure 8.1: Fiber Cable Market Shares –2006
Figure 8.2: Fiber Cable Market Shares

Chapter 9

Figure 9.1: Fiber Apparatus Market Shares –2206

Chapter 10

Figure 10.1: Fiber Cabling Market Shares –2006
Figure 10.2: Fiber Cabling Market Shares

Chapter 11

Figure 11.1: Total SCS Market Shares
Figure 11.2: Total SCS Market Shares -2006