

IP User Survey - General Trends.

Please note that this survey is available for completion on line at www.networkcomputing.co.uk/IPSurvey

First name: _____

Last name: _____

Company/Organisation: _____

Post code: _____

Telephone: _____

Email address: _____

Organisation's primary business function

- IT (hardware or software) vendor
- Consultancy firm
- User organisation (non IT)
- Other (please specify)
- Public sector/local authority

Tick here if you do not wish to receive business mailing relevant to your industry

Organisation's size

Sales turnover:

- Up to £10m: £20m to £100M: £100m +.

Number of staff:

- Up to 40: 40 to 300: 300 +

Number of networked locations: _____

UK: _____ Europe: _____

Rest of World _____

1) What is the organisation's current status on each of the following IP services?

IP telephony (VoIP)

- Have already Planned for next 12 months.

IP video conferencing

- Have already Planned for next 12 months.

IP video surveillance/CCTV

- Have already Planned for next 12 months.

IP Building security - Intrusion

- Have already Planned for next 12 months.

IP Building security - Access

- Have already Planned for next 12 months.

IP TV

- Have already Planned for next 12 months.

IP storage

- Have already Planned for next 12 months.

IP Call Centre

- Have already Planned for next 12 months.

Other IP based service (Specify)

- _____ Have already Planned for next 12 months.

- _____ Have already Planned for next 12 months.

2) Your organisation's attitude to converged IP services?

The corporate network is for data only. New services will not be permitted

- True False

The board/management team is driving the development of a converged IP strategy

True False

We don't have any plans yet, but it is being discussed.

True False

Non technical issues (politics, job preservation) are limiting progress of a converged IP strategy e.g. Who owns VoIP - telecomms or IT

True False

Delivering more IP based applications over the corporate network will deliver cost savings

True False

Delivering more IP based applications over the corporate network will deliver competitive advantage and/or efficiency.

True False

3) Your organisation's attitude to IP service expansion.

We would rely on internal resources to design and deliver a strategy for a new IP service.

True False

We would consider engaging a consultant to assist us develop a strategy and roll out for a new IP service.

True False

We would rely on the advice of existing and trusted suppliers and Partners to both develop and roll out a new IP service.

True False

We would tender for equipment/software and roll out services

True False

We would retain a consultant to oversee any new projects

True False

We would establish a non-production, pilot project first

True False

4) Awareness and attitude towards new IP based services.

This is a new concept to me. I would like to know more.

True False

This sounds like something for big organisations only.

True False

Generally there is a lack of understanding about the new IP services in my organisation.

True False

There are political (non-technical) issues that are restricting progress

True False

Converged IP can deliver cost savings for my organisation

True False

Converged IP Services could deliver advantage for my organisation

True False

A more converged approach to IP services will help the organisation better manage its obligations around compliance e.g. Sarbannes Oxley.

True False

5) IP in the media

What sources do you rely on for information and education relating to IP Networking (tick all)

Suppliers

Professional organisations

Magazines and newspapers

The Internet

Name the three most useful sources

Regarding Network Computing magazine and its coverage of IP Networking and IP services. Do you think that there is:

- Enough coverage of the right type.
- Not enough coverage
- The wrong type of coverage (what is missing?)

Too much coverage

6) What will prevent you pursuing an expansion to the services delivered via your IP network in the future? (tick all that apply)

- Lack of understanding of the business case.
- Lack of visibility of the options
- Lack of senior level/management commitment
- No apparent benefit to our organisation.
- Pressure of day-to-day network operation.
- Non technical, organisational or political issues
- Perceived cost
- Existing investment
- Perceived benefit - too low
- Concerns over network security

7) What will be the three biggest changes or additions to your network during the next twelve months?

8) What are the top three things that you would like resolved in respect of delivering new IP based services on your network in the next

Three months _____

Twelve months _____

