



SIP Global Market Analysis and Forecast 2016 – 2020

Table of Contents

SIP Global Market Analysis and Forecast 2016-2020 was published by The Eastern Management Group in the second quarter of 2017.

Surveys of 3,500 IT managers throughout the world were conducted in the first quarter of 2017, and were used in our SIP data and forecast models for this report.

All 2016 shipment data for SIP Phones and SIP trunks was researched in the first quarter of 2017.

This SIP report is The Eastern Management Group's third global research study of SIP. Our first SIP study was published in 2011.

As of 2017, we have SIP data from more than 20,500 Information Technology (IT) managers and vendors worldwide. This is sufficient to understand and forecast SIP growth for 19 vertical industries and 7 world regions.

SIP Global Market Analysis and Forecast 2016-2020

Table of Contents

Part 1 Fourteen Important SIP Market Conclusions

Part 2 SIP Market

- 2.1 Market Research Data Sources
- 2.2 19 Vertical Markets Evaluated for SIP
- 2.3 SIP Protocol
- 2.4 Five SIP Facets
- 2.5 SIP Value Proposition
- 2.6 Market Demand for 11 UC Applications
 - 2.6.1 UC Applications Required by Businesses That Use SIP
 - 2.6.2 UC Applications Required by Businesses Not Using SIP
 - 2.6.3 UC Applications Required by All Businesses
- 2.7 SIP Market Drivers from 2017-2020
- 2.8 Factors Driving Recent Phone System Purchases
- 2.9 SIP Market Analysis
 - 2.9.1 Percent of Companies That Use SIP
 - 2.9.2 SIP Growth over the next 5-Years
 - 2.9.3 Quantified SIP Importance to IT Managers
 - 2.9.4 Quantified SIP Importance to IT Managers - 7 World Regions
 - 2.9.5 Percent of Businesses Using SIP - 7 World Regions
 - 2.9.6 When Traditional Networks Are to Be Displaced

Part 3 SIP Trunking Market

- 3.1 SIP Percentage of All Traffic 2016-2020
- 3.2 SIP Trunking Market Size and Pricing Trends
- 3.3 SIP versus Traditional Network Trunking Prices

- 3.4 Percent of Companies Using SIP Trunks
- 3.5 Service Provider Conversion Timetable to All IP Networks
- 3.6 Multitudes of SIP Trunk Providers
- 3.7 SIP Trunk Provider Go-to-Market Approaches
- 3.8 5-Year Forecast of SIP Traffic as a Percent of Total Network Traffic
- 3.9 SIP Traffic Percentage Breakdown by Public Internet and Private Connection
- 3.10 5-Year Forecast SIP Traffic Percentage Breakdown by Public Internet and Private Connection
- 3.11 SIP Trunking Total Revenue
- 3.12 3-Year Forecast of SIP Trunk Growth versus IT Spending
- 3.13 5-Year Revenue Forecast of SIP Trunking
- 3.14 5-Year Forecast of SIP Traffic by Size of Customer
- 3.15 5-Year Forecast of SIP Traffic for 19 Vertical Markets
- 3.16 5-Year Forecast of SIP Traffic by Telephone System Size
- 3.17 5-Year Forecast of SIP Traffic - 7 World Regions

Part 4 SIP Communications Equipment Market

- 4.1 SIP Supported Platforms and Endpoints
- 4.2 Percent of New Phone Systems That Support SIP
- 4.3 Worldwide Hosted PBX Shipments
- 4.4 Hosted PBX Annual Sales Growth
- 4.5 Hosted PBX Growth Impact on SIP Phones
- 4.6 PBX Implementations with SIP Capability
- 4.7 Percent of VoIP Phones Installed on Newly Acquired Phone Systems

- 4.8 VoIP Phone Market Penetration
- 4.9 VoIP Phone Categories
 - 4.9.1 Trade Offs between Proprietary and Generic SIP Phones
- 4.10 Most Widely Used Softphone Operating Systems
- 4.11 Softphone Operating System Market Share
- 4.12 Proprietary PBX Vendors Supporting SIP
- 4.13 Proprietary Telephone Sets as Generic SIP Phones
- 4.14 Generic SIP Phone Usage in Proprietary PBXs
- 4.15 SIP Phone Major Vendors
- 4.16 SIP Phone Market Leaders
- 4.17 Business Telephone Installed Base - 7 World Regions
- 4.18 3-Year Forecast of SIP Phone Growth versus IT Spending
- 4.19 5-Year Shipment Forecast (CAGR) of SIP Phones - 7 World Regions
- 4.20 Shipments of VoIP Corded and Cordless Desk Phones, and Softphones
- 4.21 5-Year Shipment Forecast of Corded and Cordless Desk Phones, and Softphones
- 4.22 SIP Phone Shipments by Vendor
- 4.23 SIP Phone Market Share by Vendor
- 4.24 SIP Phone Shipments by Size of Customer
- 4.25 5-Year Forecast of SIP Phone Shipments by Size of Customer
- 4.26 SIP Phone Shipments for 19 Vertical Markets
- 4.27 SIP Phone Shipments by Telephone System Size
- 4.28 SIP Phone Shipments by Telephone System Platform Type
- 4.29 5-Year Forecast of SIP Phone Shipments for Proprietary Business Telephone Systems

- 4.30 5-Year Forecast of SIP Phone Shipments for Open Source PBX
- 4.31 5-Year Forecast of SIP Phone Shipments for Hosted PBX
- 4.32 5-Year Forecast of SIP Phone Shipments for Private Cloud Hybrid
- 4.33 5-Year Forecast of SIP Phone Shipments for Contact Center
- 4.34 SIP Phone Shipments by Vendor - 7 World Regions
- 4.35 5-Year Forecast of SIP Phone Shipments - 7 World Regions
- 4.36 5-Year Forecast of SIP Phone Shipments - 7 World Regions
- 4.37 5-Year Forecast of SIP Phone Shipments Y/Y Growth - 7 World Regions
- 4.38 5-Year Forecast of SIP Phone Shipments (CAGR) - 7 World Regions
- 4.39 SIP Phone Untapped Market Opportunities
 - 4.39.1 SIP Phone Upgrade and Replacement Market Size
 - 4.39.2 SIP Phone Competitive Displacement Market Size

Appendix A Research Methodology

Appendix B About The Eastern Management Group

Appendix C Contacts

Contact Us

Orders for this report, and general inquiries, may be made by contacting The Eastern Management Group below.

John Malone

1 212 738 9402 ext. 2201

jmalone@easternmanagement.com

Please visit our web site to learn more about The Eastern Management Group

www.easternmanagement.com

EasternManagementGroup