



## PRESS RELEASE

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### **Acme Packet, Cisco, Ingate and Sipera Lead Surging Enterprise Session Border Controller Market in 1Q11, According to Exact Ventures**

#### **IMS Core Equipment Market Steadily Gaining on Legacy NGN Equipment Market**

HILLSBOROUGH, CA, June 9, 2011: In recently released report, Exact Ventures reported that in 1Q11, the enterprise session border controller (SBC) market grew 55 percent compared to 1Q10 as growth driven by strong adoption of SIP trunk and hosted unified communications (UC) services.

While Acme Packet leads both the Enterprise and Service Provider segments of the SBC market, in 1Q11 its market share in the Enterprise segment was half of its share of the Service Provider segment. Cisco continues to leverage its strong presence in the enterprise IP PBX market for second position, while Ingate and Sipera, long standing E-SBC and security focused vendors, round out the top four positions.

Greg Collins, Founder and Principal Analyst at research firm Exact Ventures, said, "Beyond these vendors, the market for enterprise SBCs remains fragmented, with perhaps 20 additional vendors vying for pieces of the market. This fragmentation will work to provide strong competition, driving prices downward. Early market share is key because as the market grows, economies of scale will help the larger vendors be aggressive on price as well as to continue to fuel the research and development required to remain competitive. We expect that as this occurs, the market will consolidate."

In 1Q11, the market for IMS Core equipment contracted on a sequential basis due to seasonal factors, but was up 20 percent compared to 1Q10, but accounted for just 3 percent of the total wireless and wireline NGN Voice and IMS Core market, which is up from 2 percent in 1Q10. Nokia Siemens, Alcatel-Lucent, Ericsson, and Huawei, respectively led the IMS Core market in 1Q11.

#### **About Exact Ventures**

Exact Ventures is an independent market intelligence and advisory firm, publishing quarterly market analysis reports covering the Next Generation Network (NGN) Voice and IMS Core Markets. Specific coverage includes detailed market shares and forecasts for the Wireless and Wireline Media Gateway, Wireless and Wireline Softswitch, Session Border Controller, Voice Application Server, Call Session Control Function (CSCF) and Home Subscriber Server (HSS) markets.