



Hosted Business VoIP UpMarket Opportunities 2011

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EXECUTIVE SUMMARY

The hosted IP communications market for small businesses spawned hordes of network-independent providers. Demand for these services is now creeping upmarket to medium-sized and large businesses, drawing a collision between carriers currently serving medium and large enterprise (some of whom are newly offering hosted services in addition to their on-premises offerings) and those fast-growing independent providers. This report examines how that competition plays out and how the unique demands of the medium-sized and large business are being met now and in the future.

TABLE OF CONTENTS

EXECUTIVE SUMMARY.....	i
TABLE OF CONTENTS	ii
LIST OF TABLES & FIGURES.....	ii
List of Tables	ii
List of Figures	iii
I. HOSTED BUSINESS VoIP UPMARKET SHIFT	1
II. UPMARKET SALES APPROACH.....	4
Market Drivers and Obstacles	4
Sales & Implementation.....	5
Channel Partners.....	6
Service Assurance.....	7
Market Opportunities	8
Verticalization.....	8
Large enterprise.....	8
III. UPMARKET PRODUCT REQUIREMENTS	10
Distributed Workers	10
Mobility	10
Product Opportunities	11
Integration with Other IT Operations.....	11
Video.....	12
IV. COMPETITIVE DYNAMICS.....	14
Service Provider Landscape.....	14
M&A.....	18

LIST OF TABLES & FIGURES

List of Tables

Table 1. List of Hosted Business VoIP Providers	4
Table 2. Recent Carrier Activity.....	6
Table 3. Vertical Opportunities	8

Table 4: Differentiators of Upmarket Movers and Others 12
Table 5: Upmarket Advantages & Disadvantages of Various Provider Types..... 15
Table 6: Cloud Communications Alliance..... 17
Table 7: Recent M&A 18

List of Figures

Figure 1: Hosted VoIP Upmarket Convergence Pyramid 1
Figure 2. Business Hiring by Size 2
Figure 3. Customer Segmentation of Select Providers, Q1 2011 9