

SearchNetworking.com Purchasing Intentions Survey

1. Question:

Which of the following best describes our job function?

Response	%
Senior IT manager	27.90%
Other	18.60%
Networking administrator	15.10%
Non-networking IT professional	15.10%
Networking manager	11.60%
Networking professional (non-manager/professional)	8.10%
Non-IT manager/professional	3.50%

2. Question:

For which of the following stages of the technology purchasing process do our organization's network managers have significant responsibility?

Response	%
Determine need	70.90%
Specif requirements	66.30%
Evaluate products	65.10%
Recommend purchase	65.10%
Approve purchase	31.40%
None	8.10%

3. Question:

For which of the following stages of the technology purchasing process do our organization's network administrators have significant responsibility?

Response	%
Evaluate products	79.10%
Determine need	67.40%
Specif requirements	66.30%
Recommend purchase	54.70%
Approve purchase	11.60%
None	8.10%

4. Question:

For which of the following stages of the technology purchasing process do our organization's senior IT managers have significant responsibility?

Response	%
Approve purchase	59.30%
Recommend purchase	57.00%
Determine need	54.70%
Evaluate products	51.20%
Specif requirements	47.70%
None	8.10%

5. Question:

Is the influence of the people listed below decreasing, increasing or staying the same when it comes to networking buying decisions in our organization?

Response	Increasing
Network manager	40.70%
Networking professional	29.07%
Senior IT manager	25.58%
Network administrator	24.42%
Non-IT manager/professional	19.77%

6. Question:

Please indicate the level of influence of the network manager in our organization in the buying process for the product categories listed below.

Response	Significant influence
Network security	58.14%
Network management and monitoring	55.81%
Routers and switches	51.16%
Wireless/mobile connectivity	44.19%
VoIP and telephone	39.53%
Desktop networking	38.37%

7. Question:

Please indicate the level of influence of the network administrator in our organization in the buying process for the product categories listed below.

Response	Significant influence
Network management and monitoring	41.86%
Network security	39.53%
Routers and switches	38.37%
Desktop networking	36.05%
Wireless/mobile connectivity	26.74%
VoIP and telephone	19.77%

8. Question:

Please indicate the level of influence of the senior IT manager in our organization in the buying process for the product categories listed below.

Response	Significant influence
Network security	67.44%
Network management and monitoring	58.14%
Routers and switches	56.98%
Wireless/mobile connectivity	55.81%
VoIP and telephone	54.65%
Desktop networking	53.49%

9. Question:

How much do you expect our organization to spend on all network technologies and services in the next 12 months?

Response	%
Less than \$250,000	46.50%
\$250,000 - \$499,999	15.10%
\$500,000 - \$999,999	15.10%
\$1 million - \$4.9 million	12.80%
Don't know	8.10%
More than \$10 million	2.30%
\$5 million - \$10 million	0%

10. Question:

How important are each of the following projects to our organization's IT priorities over the next 12 months?

Response	Very Important
Securing the network	54.65%
Integrating network and security management	41.86%
Improving network performance	38.37%
Improving application performance	29.07%
VPN/remote access architecture	26.74%
Wireless LAN security	25.58%
Upgrading network hardware	20.93%
Preparing network for voice over IP	18.60%
Voice/data convergence	15.12%