



# ***ENTERPRISE MOBILITY***

*2008 Enterprise WLAN Market Monitor*



***April 2008***

*Motorola Enterprise Mobility business (EMb) Market Intelligence*

# Research Methodology

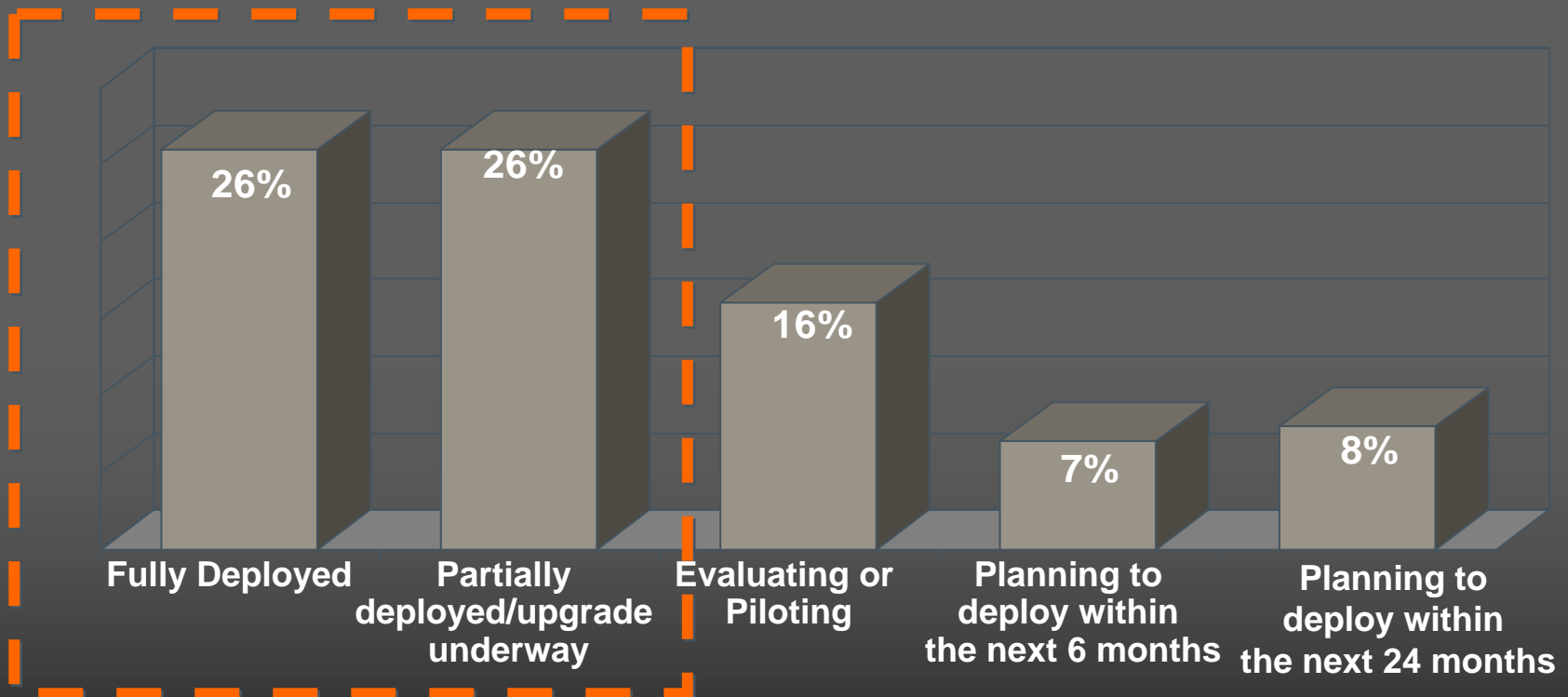


- A web-based market trends and messaging survey conducted December 2007- January 2008; majority of respondents from the US (91%).
- Invitation to participate sponsored by third party (Motorola identity not disclosed).
- Respondents screened for involvement – approve, specify or recommend enterprise Wireless LAN equipment.
- Range of enterprise size: small (100-250 employees), medium (251-1000), large (1001-10,000), very large (>10,000 employees).
- Industries represented the following key industries: Education, Government, Financial, Healthcare, Retail & Hospitality, Manufacturing, Professional Business Services, Utilities & Telecoms., Warehousing/Wholesale Trade & Transport & Logistics.

# Enterprise WLAN Penetration



*Q: “Is your organization planning or has it completed the deployment of mobile or portable devices with Wi-Fi technologies for enterprise applications?”*

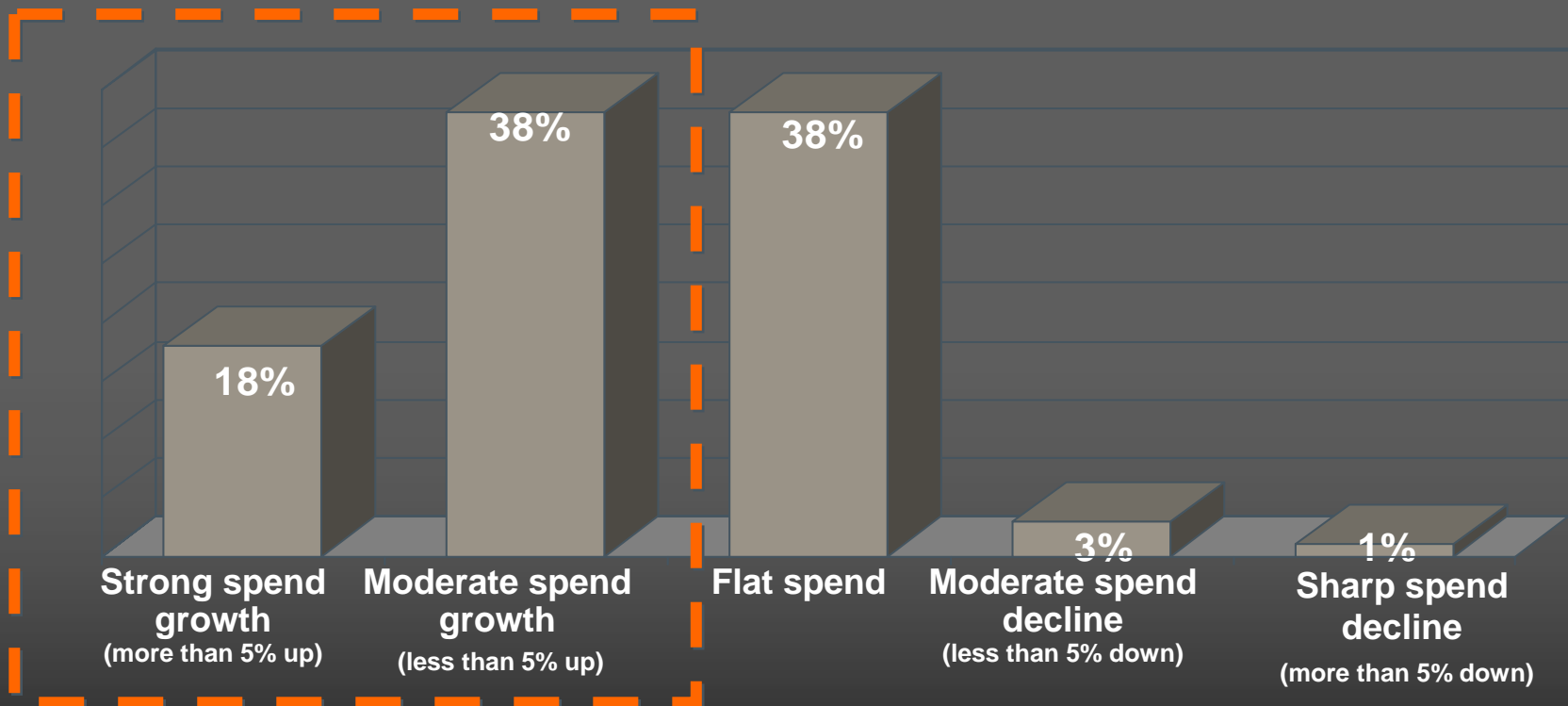


**Enterprise mobility technology utilization continues to rise – nearly one-half of enterprises have deployed enterprise Wi-Fi networks.**

# Enterprise WLAN Spend, Year-over-Year



**Q: “What is the ANTICIPATED CHANGE of your organization’s global annual spend for E-WLAN technologies over the next 12 months?”**

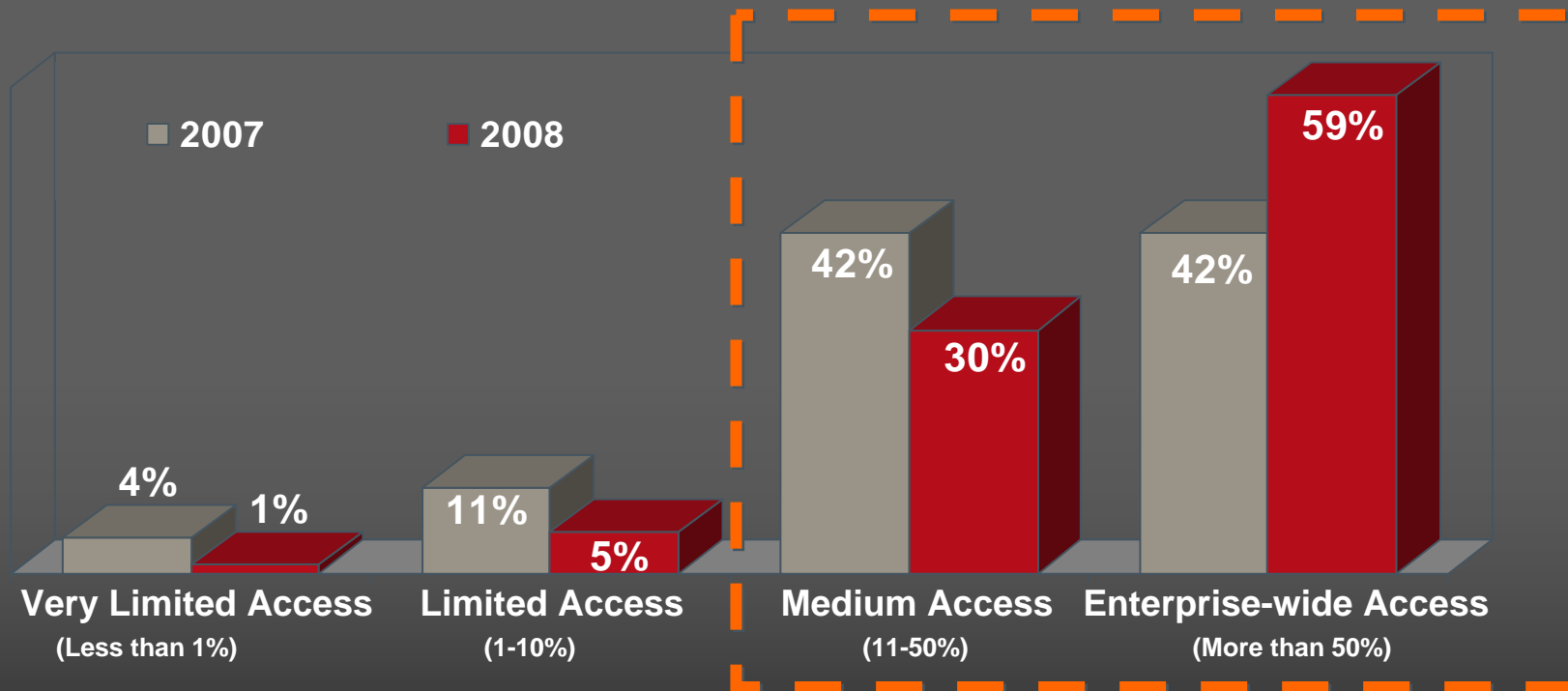


**Current WLAN enterprises project heightened spending on enterprise Wi-Fi networks equipment.**

# E-WLAN Employee Access, 2007 and 2008



Q: "What percentage of your company's employees work in areas with access to your company's WLAN?"



Almost 60% of current WLAN enterprises expect to provide WLAN access to more than half their workforce – full-access penetration has expanded significantly.