

# WiMAX.com Visitor Survey - 2007

## Q1

I currently or will specify, recommend, purchase or influence the purchase of WiMAX products or services at my company.

Yes	<b>75.18%</b>
No	24.82%

### Total

## Q2

Which best describes your job function?

Corporate Management (CEO, Chairman, F	20.74%
Executive Level IT ( CIO, CTO, CSO, VP)	9.63%
Technical Management (Teleco/Datacom/IT	14.81%
Sales & Marketing Management	13.33%
Engineering & Technical Staff	<b>28.15%</b>
Other	13.33%

### Total

## Q3

Which of the following categories describes your company's total gross sales or revenues for 2007?

\$1 billion or more	11.36%
\$500,000,000 - \$999,999,999	4.55%
\$100,000,000 - \$499,999,999	7.58%
\$50,000,000 - \$99,999,999	9.09%
\$10,000,000 - \$49,999,999	12.88%
\$1,000,000 - \$9,999,999	17.42%
Under \$1 million	<b>37.12%</b>

### Total

## Q4

What is your primary business type?

Enterprise	8.96%
Government Agency	3.73%
ILEC	1.49%
CLEC	2.24%
Rural Telco	2.24%
MSO	1.49%
Wireless service provider	<b>24.63%</b>
Hardware manufacturer	6.72%
Software developer	1.49%
Reseller/VAR/VAD	12.69%
Consultant (Non VAR)	17.16%
Other	17.16%

### Total

## Q5

How many people are employed by your company in total, including all branches and locations?

5,000 or more	11.28%
1,000 - 4,999	11.28%
500 - 999	9.02%
100- 499	15.79%
50 - 99	12.03%
Less than 50	<b>40.60%</b>

**Total**

**Q6**

Do you plan to buy WiMAX products/services in the next 12 months?

Yes	<b>73.68%</b>
No	26.32%

**Total**

**Q7**

I have the following involvement in purchasing products: (check all that apply)

Determine Needs/Features	<b>28.31%</b>
Evaluate Vendors	25.74%
Specify Brands/Vendors	23.90%
Approve Purchases	12.87%
None of the above	9.19%

**Total**

**Q8**

For what geographical areas do you have purchase influence: (check all that apply)

USA	14.83%
Canada	6.22%
Europe	19.14%
Latin America	6.70%
South America	7.18%
Africa	9.57%
Asia	<b>20.57%</b>
Australia	3.35%
Middle East	12.44%

**Total**

**Q9**

In 2007 what solutions are you planning/looking to buy in the next 3 to 6 months? (check all that apply)

WiMAX Base Stations	<b>7.84%</b>
WiMAX CPE's	6.75%
Tower Equipment	4.83%
Antennas	6.75%
Data Networking Routers	3.65%
Professional Training	3.56%
RF Planning Services	4.19%
Site Surveys - Onsite	3.28%
Research Products	2.19%

Security	2.83%
Storage	1.37%
Infrastructure	2.64%
Wireless/Mobile	4.65%
VoIP/ IP Communications	5.56%
Network and Systems Management	3.46%
Web services	2.37%
Mesh/WiMax	4.01%
Rural Telecom Solutions	3.10%
Satellite Solutions	2.19%
Unified Communications Services	0.82%
Video Conferencing/ Collaboration Solution	2.46%
Fixed/ Mobile Convergence Solutions	3.01%
Security Solutions	1.82%
Testing Equipment	2.64%
Power Systems/UPS	1.64%
Network Management Tools	3.46%
Communications Software	2.01%
VoIP Firewall	3.10%
IP Contact Center	2.46%
Other	1.37%

**Total**

**Q10**

Which of the following sections of WiMax.com do you read regularly? (please check all the apply)

WiMax.com Spotlight!	8.89%
WiMAX Industry News	<b>12.54%</b>
WiMax.com Blog	4.08%
WiMAX Podcasts	3.50%
WiMAX Polls	2.19%
WiMAX Events	7.43%
WiMAX Overview	8.02%
WiMAX FAQ	4.81%
WiMAX Webinars	4.81%
WiMAX Directory	4.23%
WiMAX Solutions	8.02%
WiMAX Message Board	2.92%
White Papers	9.77%
Analyst Reports	6.12%
WiMAX Equipment Guide	7.87%
WiMAX Career Center	4.81%

**Total**

**Q12**

How many times do you visit WiMax.com?

Daily	19.38%
Weekly	<b>58.91%</b>
Monthly	20.93%
Yearly	0.78%

**Total**

### Q13

Why do you visit WiMax.com? (Please check all that apply)

To help me choose which products to buy/r	14.33%
Wide range of products and applications	14.04%
Great for new and innovative technology	20.34%
Enjoyable/interesting	12.89%
Useful for information to help me in my job t	<b>21.49%</b>
Real world examples of problem-solving Wi	16.91%

**Total**

### Q14

Have advertisements in WiMax.com ever influenced your purchases of products or services?

Yes	40.31%
No	<b>59.69%</b>

**Total**

### Q15

Have you purchased products or services as a direct result of an advertisement on WiMax.com?

Yes	18.46%
No	<b>81.54%</b>

**Total**

### Q16

Which of the following actions have you taken as a result of an advertisement on the WiMax.com website?

Purchased a product or service advertised	7.88%
Requested more information from an adver	17.43%
Saved advertisement(s) for reference	14.11%
Referred to and discussed an advertiser	16.18%
Recommended a product or service adverti	13.28%
Browsed the Web site of a company adverti	<b>31.12%</b>

**Total**

### Q17

Overall, how useful is WiMax.com to you? (please check one)

Extremely useful	23.44%
Very useful	<b>43.75%</b>
Useful	29.69%
Not very useful	3.13%
Not at all useful	0.00%

**Total**

### Q18

If you could visit just one information website as the source of product information that covers the WiMAX Industry, which publication would you read? (please check all that apply)

www.wimaxxed.com	20.52%
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www.unstrung.com	7.42%
www.rcrnews.com	3.93%
www.wimaxtrends.com	22.27%
www.lightreading.com	8.30%
www.wimax-industry.com	<b>26.64%</b>
www.telephonyonline.com	10.92%

**Total**

**Q19**

Do you consider WiMax.com to be your primary source of information for new WiMAX products/services?

Yes	<b>76.52%</b>
No	23.48%

**Total**