

## Enterprises in No Rush to Replace Existing Phone Sets

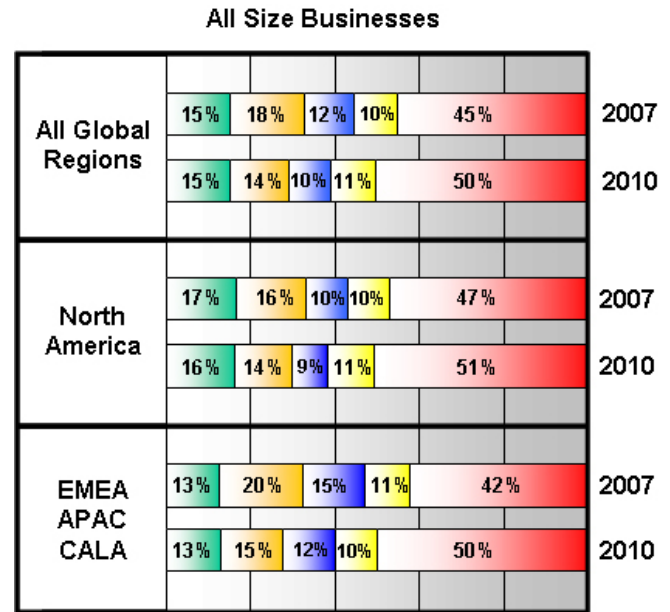
As IP Telephony (IPT) systems continue to make broad inroads into the mainstream business communications market, most vendors are actively encouraging enterprise customers to leverage their new infrastructures to the fullest by deploying IP-enabled end user applications such as Unified Communications.

Since extracting the full power from these applications requires enterprises to go beyond the IP trunking phase and take IPT all the way to the desktop, our latest survey conducted in partnership with [IntelliCom Analytics](#) wanted to take a look at the state of enterprise thinking for replacing existing digital and analog phones with IP sets.

With nearly 1,600 responses coming in from all Global Regions, the findings strongly suggest that businesses worldwide have no current plans for wholesale swap-outs of their embedded digital and analog sets. Overwhelmingly, business decision makers reported little-to-no expected change in the overall percentage of employees using traditional phone sets, with the percentage of businesses that predominantly use digital and analog devices actually expected to increase slightly over a 36-month planning period.

Clearly, should enterprises hold to this view, suppliers expecting strong near-term increases in IP phone take-rates are likely to face disappointing revenue outlooks.

***“What percentage of your employees currently use an analog or digital phone? What do you expect that percentage to be in 36 months?”***



- % of firms where **no employees** are using / will be using an analog or digital phone
- % of firms where **less than 25%** of employees are using / will be using an analog or digital phone
- % of firms where **between 25% and 50%** of employees are using / will be using an analog or digital phone
- % of firms where **between 51% and 75%** of employees are using / will be using an analog or digital phone
- % of firms where **more than 75%** of employees are using / will be using an analog or digital phone