

Worldwide MSBG Market Update

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Report Summary

In-Stat has defined a multi-service business gateway (MSBG) as a small, medium, or branch office device specifically designed to serve multiple primary voice, data, and video communication functions. The MSBG market is comprised of a wide variety of devices, optimized for specific applications, such as secure routing, VoIP gateway and SIP trunking, as well as specialized solutions for the retail and education industries.

The MSBG market segment has always been about the application of existing technology, rather than the introduction of new technology. The adoption of multi-service devices continues to grow, with over 1 million MSBGs deployed, worldwide, over the past five years. The MSBG market for 2009 and 2010 will be severely challenged by the economic downturn. For this reason, In-Stat expects MSBG vendors to remain focused on branch office and other niche applications that offer product differentiation and limit direct competition. In the longer term, developing countries, such as China and India will present high revenue growth opportunities. In-Stat does not believe that NGN business services will emerge as a major MSBG application over the forecast period. Furthermore, the emergence of cloud-based services will erode MSBG office-in-a-box market potential.

This annual update research report provides a review of technology trends and activities in this nearly US\$1 billion market segment. The report quantifies SMB and enterprise branch office sites worldwide, and provides US business survey data, as well as US and global MSBG shipment/revenue forecasts by application.

HIGHLIGHTS

- Over 110,000 MSBG devices will be shipped in the US in 2009
- Worldwide MSBG annual shipments will grow from 245,000 in 2009 to 331,000 by 2013.
- Worldwide MSBG revenue will grow to US\$951 million by 2013.

For more information or to purchase, see the [report online](#) or call 1.480.483.4441.

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