

The 3Q 2003 LAN Spending Survey is an installment of the LAN Research Panel and provides primary, end-user survey data and analysis on the budgeting process for LAN equipment and services by organizations within the LAN Research Panel. Panelists represent organizations of all sizes and a variety of industry verticals. Specifically, the survey addresses questions related to how much organizations within the panel are spending on LAN equipment and services, on what types of LAN equipment and services they spending, and the decision process behind the panelists' budgeting activities for 3Q 2003. Data for this survey was collected in June of 2003. The data and analysis contained within this survey should be particularly useful to vendor firms attempting to sell LAN equipment and services into the market during 3Q 2003, as well as others needing insight into the budget planning process for LAN equipment and services.