



Inside the Market for WAN Management Outsourcing (Research Report series)

Cynthia Fraser Gasman PhD

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Together with an analysis of the issues facing the market, this guide provides a thorough examination of the market opportunities and obstacles for outsourcing WAN services based upon a statistically valid survey of network and information technology (IT) managers. The report includes the results and analysis of more than 200 interviews with network and IT managers—including their perceptions of, willingness to use, and experiences with outsourcing and managed services. The report also analyzes the critical factors that anyone affected by outsourcing and managed services will need to address.

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