



# **Q2'97 Remote Access Market Share Report**

**Dell'Oro Group (8/26/97)**



# Summary of Q2 Market Share Results

## Ascend Dominates the Access Concentrator Segment

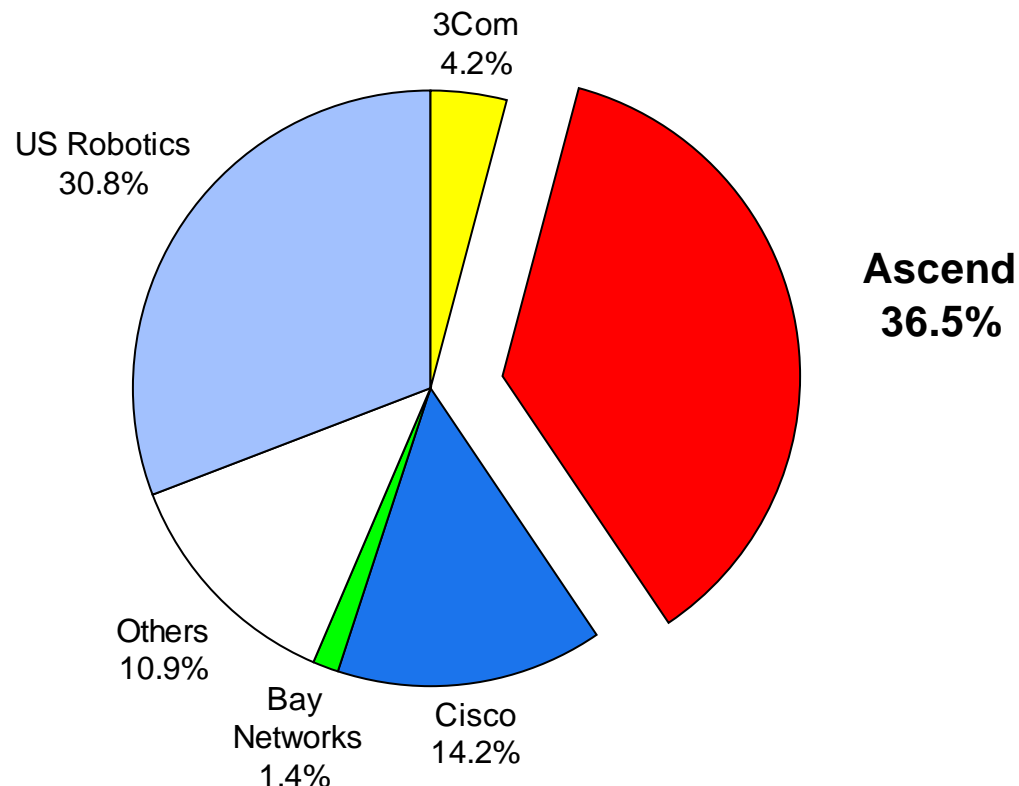
- **36.5% Share of Manufacturer Revenues**
- **50.6% Share of Analog Ports**
- **62.2% Share ISDN PRI ports**
- **33.6% Share of T1s**



# Ascend is the Leader in Worldwide Access Concentrator Revenues

**Worldwide Market Share of Total Remote Access Concentrator Revenues**

*based on Q2'97 shipments*

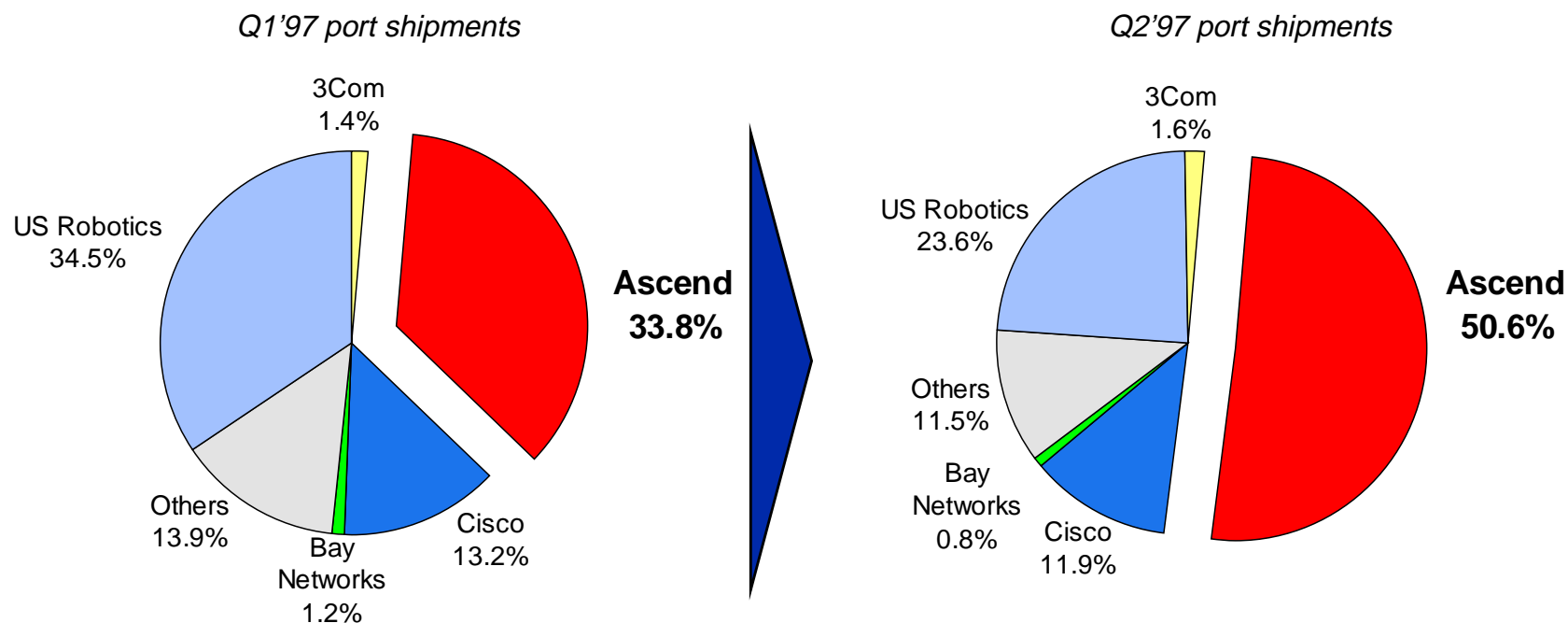


Source: Dell'Oro Group, 8/97



# Ascend Gained Significant Analog Port Share in the Remote Access Concentrator Market In Q2'97

Change in Worldwide Market Share of Total Analog Remote Access Concentrator Ports:  
Q1'97 to Q2'97



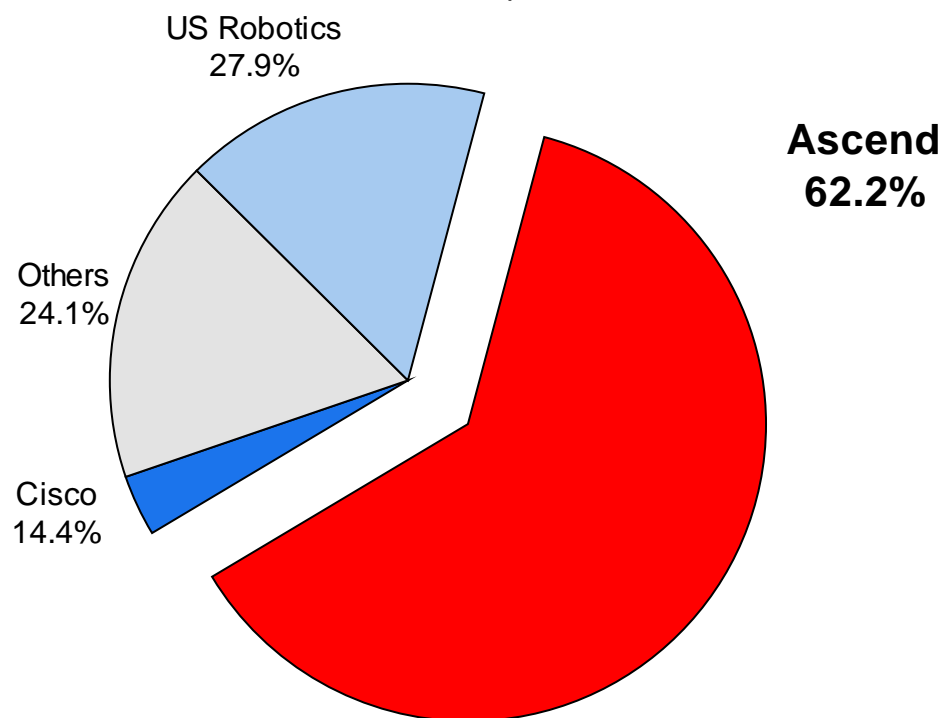
Source: Dell'Oro Group, 8/97



# Ascend Dominates Access Concentrator ISDN PRI Ports

**Worldwide Market Share of Total Remote Access Concentrator ISDN PRI Ports (B-channels)\***

*based on Q2'97 shipments*



\* In Q2'97, the Dell'Oro Group began separating ISDN PRI ports from T1 ports, therefore, comparative charts are not available

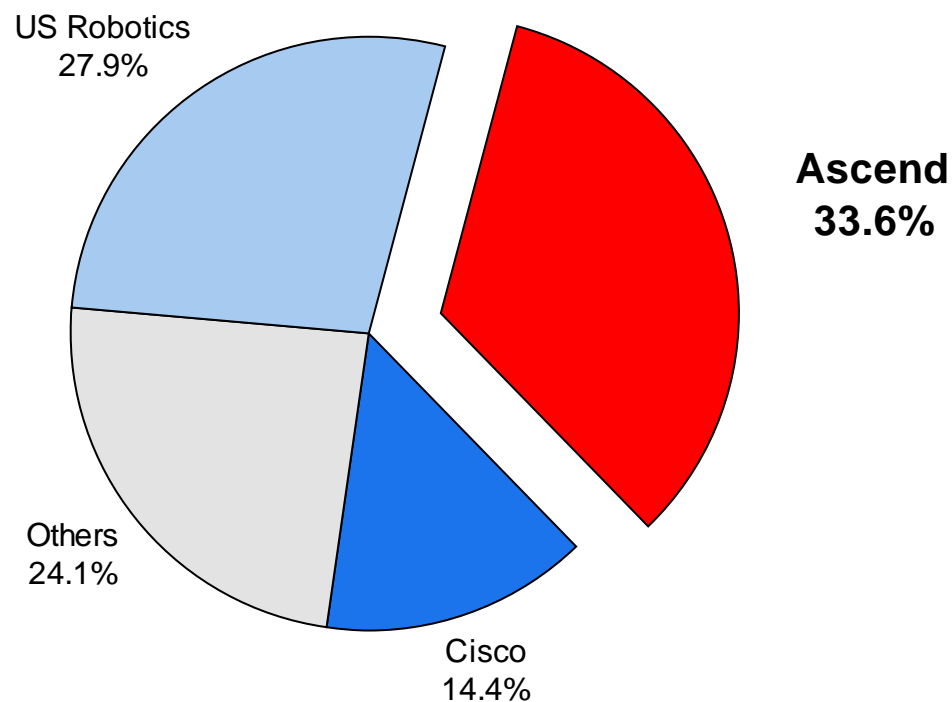
Source: Dell'Oro Group, 8/97



# Ascend Leads in Access Concentrator T1 Ports

**Worldwide Market Share of Total Remote Access Concentrator T1 DS-0s\***

*based on Q2'97 shipments*



\* In Q2'97, the Dell'Oro Group began separating ISDN PRI ports from T1 ports, therefore, comparative charts are not available

Source: Dell'Oro Group, 8/97