

## Security Remains Top Concern for Wireless Deployments

A recent survey by [In-Stat/MDR](#) has led the high-tech market research firm to conclude that Wireless Local Area Networks (WLANs) are moving beyond simply being an "overlay" to the wired LAN, to becoming a more pervasive and integral part of business customers' network infrastructure. In-Stat/MDR finds that this is particularly evident when comparing survey respondents whose businesses have currently deployed WLANs with respondents whose businesses are planning to deploy WLANs in the near future: respondents indicate that planned WLANs will be accessible to a larger percentage of the business' employees and consist of a larger number of APs (infrastructure) than current WLANs. Respondents are also planning larger mean CAPEX budgets for future WLAN deployments, compared to the CAPEX current WLAN deployments.

It is strongly evident that security is the top concern among all of the segments of respondents surveyed. Security concerns were cited as the top reason for respondents to NOT deploy WLANs in their networks, narrowly edging out "no need for WLANs." Not surprisingly, these respondents cited enhancing security as the top thing that vendors could do to change the respondents' minds about not deploying WLANs. Likewise, security was the top concern/problem that respondents who have already deployed WLANs faced with WLAN and was, by far, the top concern that respondents who are considering the deployment of WLAN in the future have with the technology.

ISPn is interested in your feedback. For suggestions or to submit an article, please email Lana Moaveni at [лана@ispn.net](mailto:лана@ispn.net).



### ISPn'S UPCOMING TRADE SHOW SCHEDULE

- **NTCA Annual Meeting and Expo**  
San Antonio, TX  
February 15-16, 2005
- **ITA Showcase**  
Portland, OR  
March 8-9, 2005
- **RIITA Annual Conference**  
Des Moines, IA  
March 8-9, 2005
- **MTA Convention**  
Minneapolis, MN  
March 20-23
- **MTIA Spring Expo**  
Columbia, MO  
March 22-24
- **CTA Supplier's Tech Expo**  
Sacramento, CA  
April 18-20





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## Internet Facts

- Multimedia Research Group estimates [there will be 15.6 million TVIP viewers by 2007](#), up from a few hundred thousand today.
- Telecommunications Industry Association predicts that [US telecommunications revenue will increase from \\$785 bln in 2004 to \\$1.1 trillion in 2008](#), after four years of modest growth. US telecom spending grew (for the first time in four years) by 7.9% in 2004.
- According to MetaFacts, the number of PC-using homes without a standard landline increased 60% since 2002. In terms of all PC-using homes, the numbers are just as dramatic. The percentage of users without any telephone line grew from 2.4% in 2002 to 3.5% in 2003, a 46% year over year increase. Within homes with one person, growth was even faster, rising from 2.3% in 2002 to 5% in 2003.
- According to Jupiter Research, [47% of surveyed broadband consumers would be willing to pay for a value added service \(VAS\)](#) bundle that would include security or entertainment services. Those who have been online for less than year were more interested in paying for VAS (60% of whom were willing to pay) than those who have been online for longer periods of time. Users with children were also more likely to pay for a bundle (54% said they would pay) as opposed to those without kids (only 45%). The younger the consumer, the more likely he or she would pay for a bundle: 59% of 18-24 years olds reported they would pay for a VAS, compared to 38% of the survey in the 45 to 54 age group.