

Federal Network Management Market

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Overview

- Market Structure and Environment
- Market Analysis and Forecast
- Agency Conditions
- Agency Perceptions
- Conclusions

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Network

- Electronic interconnection between sites
 - Links between central computer sites or remote locations, and
 - Switching and/or regional data processing nodes

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Networks Include

- Data, voice, video, and text
- Service delivered over dedicated and/or switched facilities

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Network Management

Management of all or a significant portion of a network under a long-term contract

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Added for this Report

- Hardware
- Software
- Other professional services

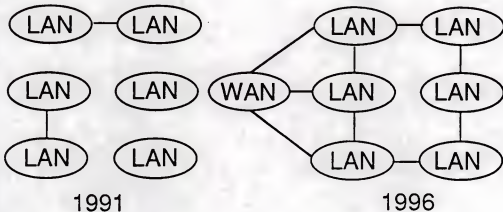
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Federal Local-Area Networks



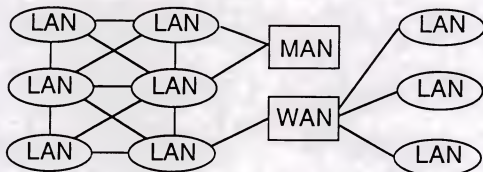
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Federal Enterprise Networks



LAN: Local-Area Network
MAN: Metropolitan-Area Network
WAN: Wide-Area Network

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WAN/LAN Characteristics

	WAN	LAN
Data Type	Data	Information
Access	Controlled	Limited control
Volume	Predictable	Unpredictable

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WAN/LAN Characteristics

	WAN	LAN
Changes	Controlled	Uncontrolled
Speed	2.4-9.6 Kbps	150+ Mbps
Security	Network specific	Limited

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Market Pressures

- Budget and deficit reduction
- Policy and regulation
- FTS 2000
- Interoperability
- EDI/E-Mail
- Technological advances
- Vendor competition

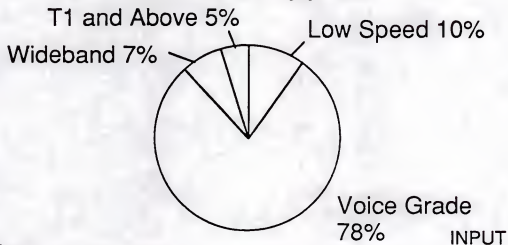
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Federal Wide-Area Network Types



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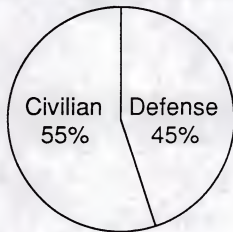
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Wide-Area Networks Civilian versus Defense



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Wide-Area Network Circuits Leading Civilian Departments

	Number Reported
Energy	2,480
Postal Service	1,830
Veteran Affairs	1,825

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Wide-Area Network Circuits Leading Civilian Departments

	Number Reported
Health/Human Services	1,500
NASA	1,415
Treasury	1,200

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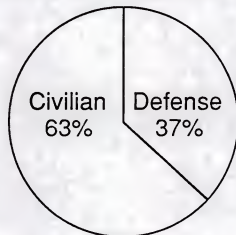
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Local-Area Networks Civilian versus Defense



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Local-Area Networks Leading Civilian Departments

	Percent by Type			
	Ether	Token	FDDI	Other/ Unk
Energy	43	7	10	40
Veterans Affairs	26	3	27	43
NASA	57	2	28	13

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Local-Area Networks Leading Civilian Departments

	Percent by Type			
	Ether	Token	FDDI	Other/ Unk
Health	36	7	7	50
Federal Reserve	82	8	-	11
Transportation	61	5	2	32

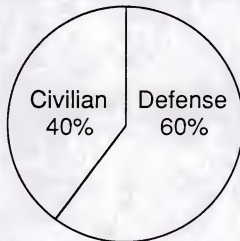
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Network Management Services Civilian versus Defense



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Network Management Services Leading Civilian Departments

- Transportation
- Treasury
- Health/Human Services
- Interior
- Commerce

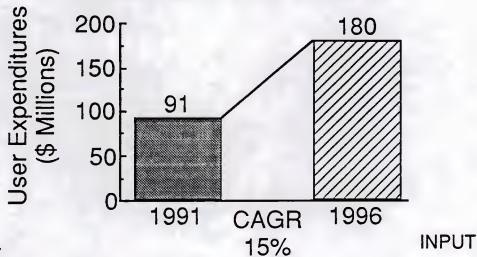
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Federal Network Management Market, 1991-1996



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1. The first part of the document discusses the importance of maintaining accurate records of all transactions and activities. It emphasizes that this is crucial for ensuring transparency and accountability in the organization's operations.

2. The second part outlines the various methods and tools used to collect and analyze data. This includes the use of surveys, interviews, and focus groups to gather qualitative information, as well as the application of statistical software for quantitative analysis.

3. The third part describes the process of identifying and measuring key performance indicators (KPIs). It highlights the need to select metrics that are relevant to the organization's strategic goals and to establish a baseline for comparison.

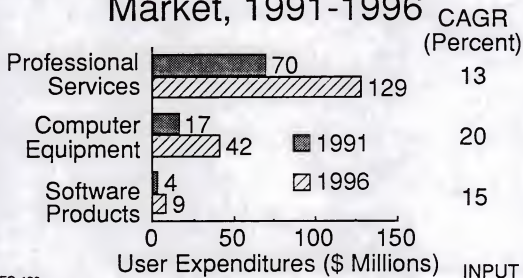
4. The fourth part details the implementation of a data management system. This involves setting up a secure database to store all collected data and ensuring that access is restricted to authorized personnel only.

5. The fifth part discusses the importance of regular reporting and communication of findings. It stresses that management should be kept informed of progress and any emerging trends or issues.

6. The sixth part addresses the challenges of data collection and analysis, such as incomplete data, bias, and the need for skilled personnel. It offers strategies to mitigate these risks and ensure the reliability of the results.

7. The seventh part concludes by summarizing the key points and reiterating the commitment to data-driven decision-making. It encourages a culture of continuous improvement and learning from the data.

Federal Network Management Market, 1991-1996

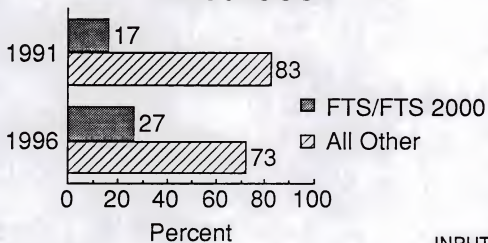


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Wide-Area Connection Methods



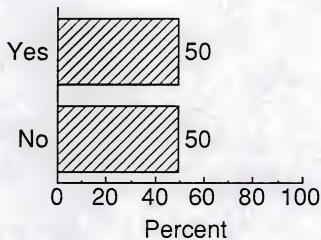
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Network Control Centers



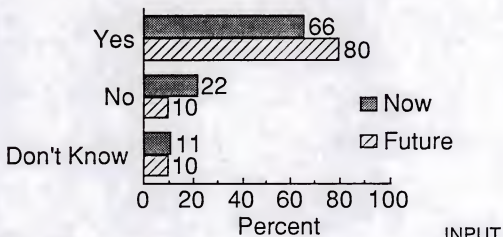
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Using LAN Management Systems



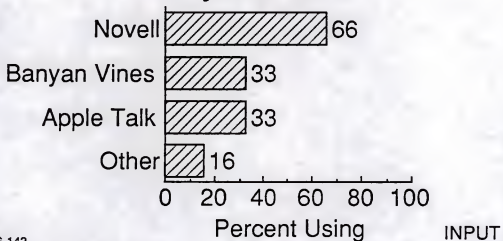
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LAN Network Management Systems

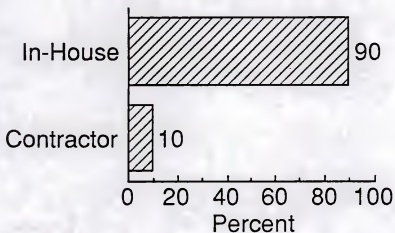


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Network Management Approach



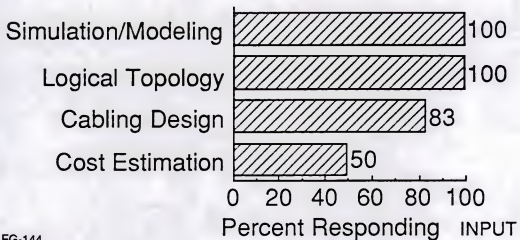
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LAN Management Product Features



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Key Management Considerations

- Staff requirements
- Management requirements
- Information dissemination
- Information/data security

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Reasons for Wide-Area Networks

- Customer/application requirements
- Resource/technology availability
- Interface compatibility
- Evolution

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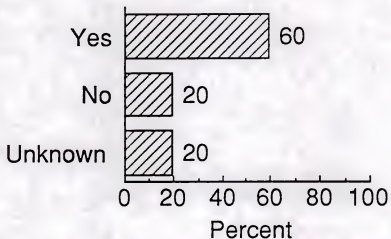
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Enterprise Network Interest



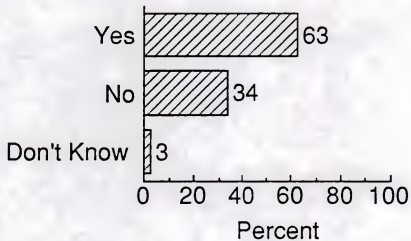
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Enterprise Networking Plans



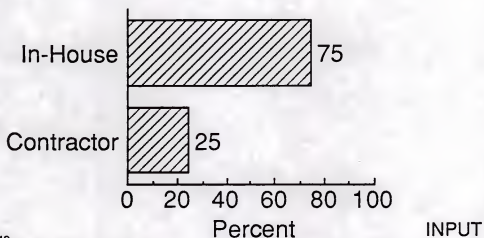
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Network Management Approach



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Wide-Area Network Management Approach

- Netview
- Modem control systems
- TI control systems
- Other

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Enterprise Network Management Needs

- Standards
- Integrated management tools
- Management commitment
- Consistent network structure

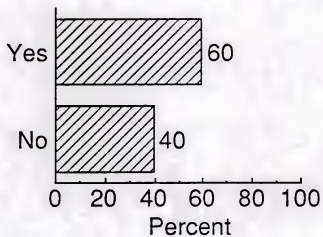
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Technology Availability



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Conclusions

- Single network management focus to date
- Few integrated network management products
- Wide-area broadband needed for future

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Conclusions

- High interest in enterprise networks
- Agency evolution plans optimistic
- Enterprise network growth will be slow

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Conclusions

- Significant help needed to understand enterprise
- Networking complexity
- Integrated network management products needed

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Recommendations

- Educate users
- Focus on network planning
- Establish system/network vendor alliances
- Develop integrated network management solutions

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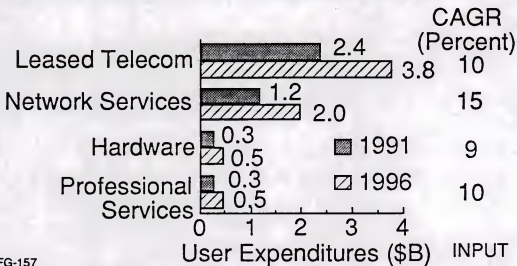
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Communications and Network Services Market



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