In conclusion, the Madge's Token Ring customers currently have two high speed options: ATM with the inherent complexity and learning curve problems and Fast Ethernet, which has translational and performance problems. High Speed Token Ring gives these customers scalable performance within a technology they know and understand. The majority of the customers asked said that 100 Mbit/s TR was required now and that Gigabit speeds would be required within 18 months.

Extracts from Survey

Where do you see throughput problems in the next 12 months?

Backbone	35%
Server back-ups	90%
Desktops	5%

How will you meet increasing bandwidth requirements over the next 12 months?

TR Shared -> Switched	30%
TR Shared -> Fast Ethernet	5%
TR Shared -> ATM	10%
No plans/Don't know	55%

If HSTR solutions were delivered 98Q3 would they be evaluated for your company's high speed networking needs?

Yes	85%
No	15%
-Why? Moving to ATM	10%
Moving to Ethernet	5%

Vertical Market breakdown

Financial services	45%
Insurance	25%
Manufacturing Industry	15%
Transportation	15%

Geographic Breakdown

UK	7
Western Europe (ex UK)	2
Africa	5
US	3
Asia & Pacific Rim	3