

EUROPEAN COMMUNICATION RESELLERS – THE TOP 750

The increasing popularity of managed service delivery models is fuelling European Communications Reseller sales of data and communications networks and everything from security to mobility and videoconferencing solutions with 67.5% of resellers now offering managed service solutions. Yet the market remains highly regionalised and fragmented with 95.2% of communication resellers providing solutions only within their own or neighbouring countries.

The European Communication Resellers - the Top 750 market intelligence database report provides detailed profiles of the leading 750 European Communication Resellers across 36 countries. Between them the companies post sales of 25.39 billion euro (\$26.88 billion) and employ 122,742. In terms of activities, 88% of companies are providing Data Communications/Networks solutions; 84% are providing Telephony/VoIP; 66% providing Security solutions; 61% are offering Mobility; and 57% are providing Video Communications/ Videoconferencing. Sales operations span a number of vertical market sectors the most common being the Public Sector (44.7%), Bank/Finance/Insurance (37.5%) and Manufacturing/Industry Vertical Market (33.3%).

INFORMATION CONTAINED WITHIN THE REPORT INCLUDES:

- **Turnover** - Sales figures for each company in US Dollars & Euros.
- **Contact details** – Given for top executives of each company profiled including individual email address, telephone number etc.
- **Sales Breakdown** – Sales by Country.

- **Company Activity**

- Offer Managed Services
- Telephony/VoIP
- Data Communications/Networks
- Unified Communications
- Video Communications/Video Conferencing
- Mobility
- Security

- **Vertical Markets** – Breakdown of 19 Private and Public Vertical Markets

- **Vendor Relationships** – Key Strategic Vendors & Customers

- **Ownership/Overview** – An overview of the company, its strategy, ownership structure and future plans

IF YOU WOULD LIKE TO RECEIVE A SAMPLE OR ANY FURTHER INFORMATION ABOUT IT EUROPA'S RANGE OF MARKET INTELLIGENCE DATABASE REPORTS, PLEASE CONTACT THE SALES TEAM:

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THIS DATABASE REPORT IS AVAILABLE VIA IT EUROPA'S ON-LINE PORTAL IN SILVER AND GOLD LICENCE VERSIONS

A **Silver licence** gives view access to the market intelligence with contact details supplied separately in Excel.

Gold Licence users can perform advanced searches and can download all profile information which is constantly updated. All contact details can be used for indefinite sales & marketing purposes.

Data can also be provided by country, region or on a bespoke basis.

	First Year	Annual Renewal
SILVER LICENCE	£2,550	£1,600
GOLD LICENCE	£3,750	£2,500

*Additional user licence costs available on request.