



## SOFTWARE

# VoIP, Networking Lift Sales Expectations

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Compared to security and networking, software sales expectations showed a modest gain in December. Nevertheless, this was the third consecutive monthly increase in sales expectations, which reached their highest level since March.

As was the case in November, the growth in software sales expectations was broad-based, with solid gains seen in categories such as networking software, supply chain management, and (for the second straight month) Web site design/development and business class communications services (voice and data).

As the chart below shows, some of the highest software sales expectations are in "newer" technologies, including voice over IP, business-class communications services and imaging.

As has been the case over the past year, however, more "traditional" categories are prominent on the list as well, including networking software and application integration. Solution providers continue to look for new areas of profitability while protecting those categories that form the foundation of revenue and profits.

## SOFTWARE CATEGORIES WITH THE HIGHEST SOLUTION PROVIDER SALES EXPECTATIONS

PERCENTAGE OF VARS EXPECTING SALES GROWTH OF AT LEAST 6% IN THE FIRST QUARTER OF 2006

VoIP	58%
Imaging/image mgt.	56%

Networking software	55%
Business class communications services	54%
Application integration	48%

**BASE:** 314 responding solution providers in December 2005

**SOURCE:** *CRN* Monthly Solution Provider Survey