



WIRELESS NETWORKS FOR 21ST CENTURY GOVERNMENT SURVEY

EXECUTIVE SUMMARY | MAY 2009

Prepared by:

GOVERNMENT TECHNOLOGY
SOLUTIONS FOR STATE AND LOCAL GOVERNMENT IN THE INFORMATION AGE

In Partnership with:



MOTOROLA

INTRODUCTION

Has your organization identified wireless networks as a critical strategy for enabling expansion and efficiencies to your infrastructure? This is the question *Government Technology* set out to answer when it surveyed more than 500 state and local professionals across the nation.

From first responder access to location-based and video applications for better mission-critical response and intelligence to rising pressures to facilitate cost-saving eGov initiatives, wireless networks have long played a pivotal role in building the digital infrastructure enabling next generation government services.

With more than \$7.2 billion in stimulus money being funneled towards wireless and wireline broadband build-out, the debate around this topic will continue to evolve as communities look towards the value of a robust broadband infrastructure that can advance universal public access, improve flexible communication and coordination across public safety and health systems, as well as increase public works productivity.

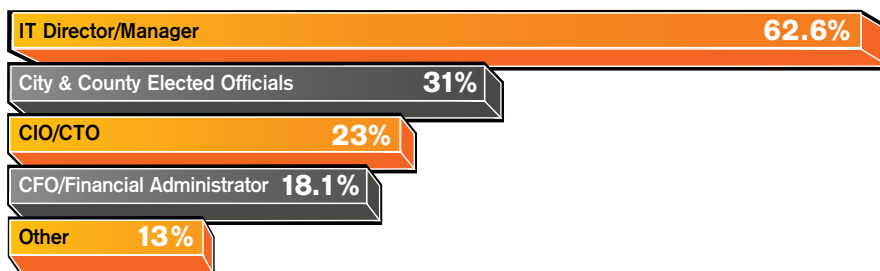
Enclosed are the high-level results.

SURVEY METHODOLOGY & PARTICIPANTS

This online survey was completed by a random sampling of agency chiefs, department management, CIOs and IT executives across the federal, state, local and education universe. The targeted population was given two weeks to respond and received two email communications directing them to the online questionnaire. All aspects of this survey including deployment and report preparation have been executed by *Government Technology*.

Sheer participation numbers — 525 completed surveys — indicate that wireless broadband is becoming a necessity of which agencies are sharply aware and seeking to leverage as a solution to government's evolving business needs.

Who in your organization is a significant influencer in the decision to purchase wireless network solutions? (Please check all that apply.)

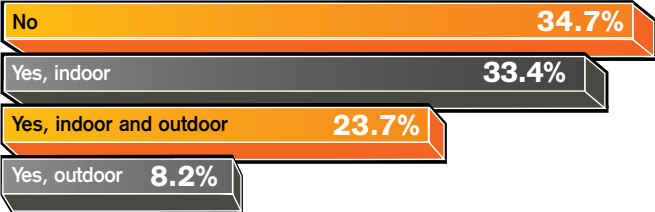


Note: Of those that selected "other", public safety chiefs were the most frequently cited influencers, followed by agency management/department heads.

The majority, or 63%, verify that the IT Director/Manager in respondent agencies holds the primary influence in the procurement of wireless networking technologies.

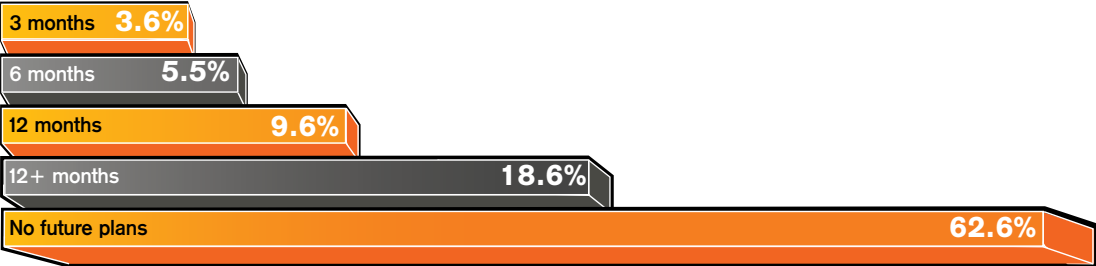
EXECUTIVE SUMMARY

1. Do you currently have a wireless network deployed?



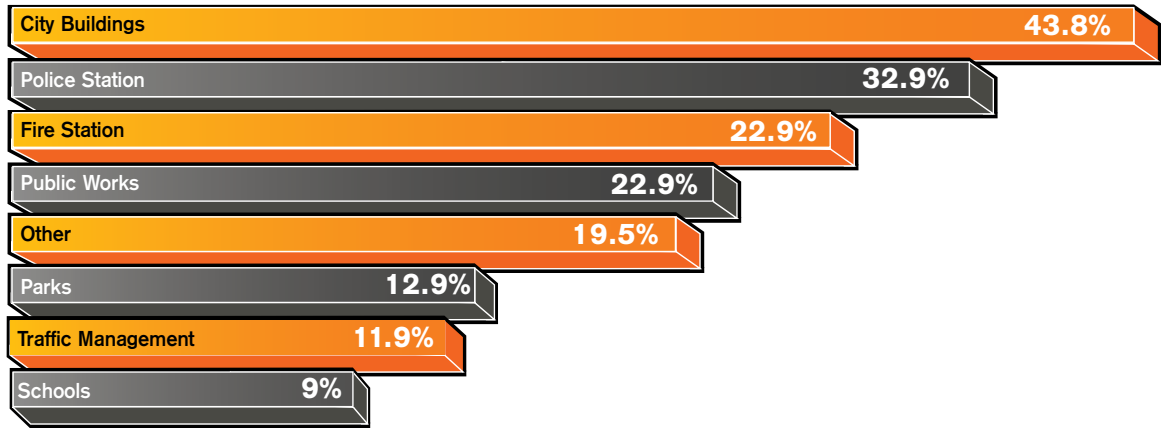
33%, or 1/3 of respondents, have an indoor wireless network deployed, with another 24% having both an indoor and outdoor wireless network solution.

2. If you are planning to implement a wireless network inside/outside solution in the future, what is your anticipated decision/selection time frame?



19% those surveyed intend to deploy indoor/outdoor wireless networking technologies in the coming 12 months, with an additional 19% looking towards an implementation beyond this time frame.

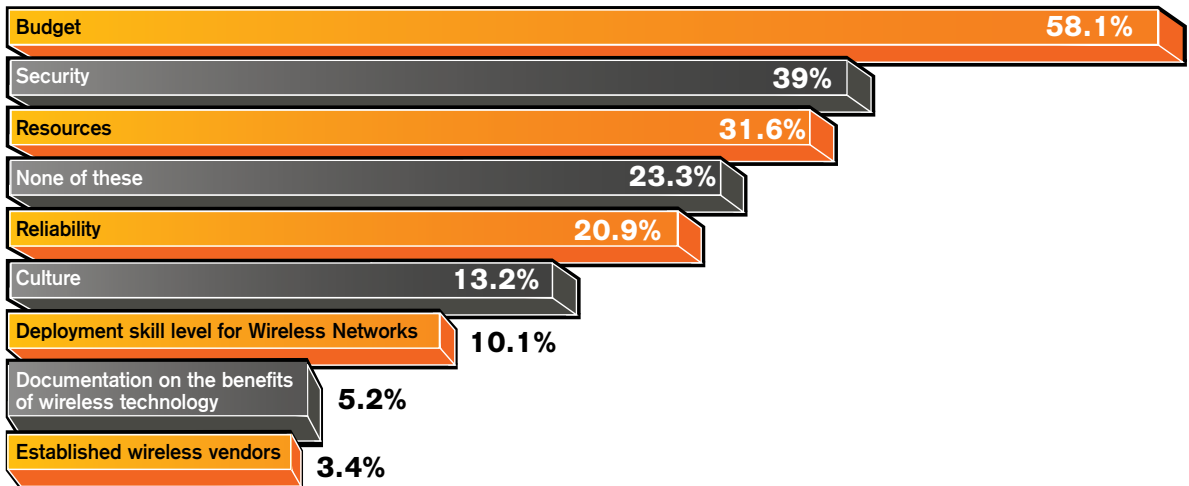
3. Where is your municipality/county planning for wireless network deployment?
(Please check all that apply.)



Note: Of that chose "other", top mentions centered on county buildings and other government offices.

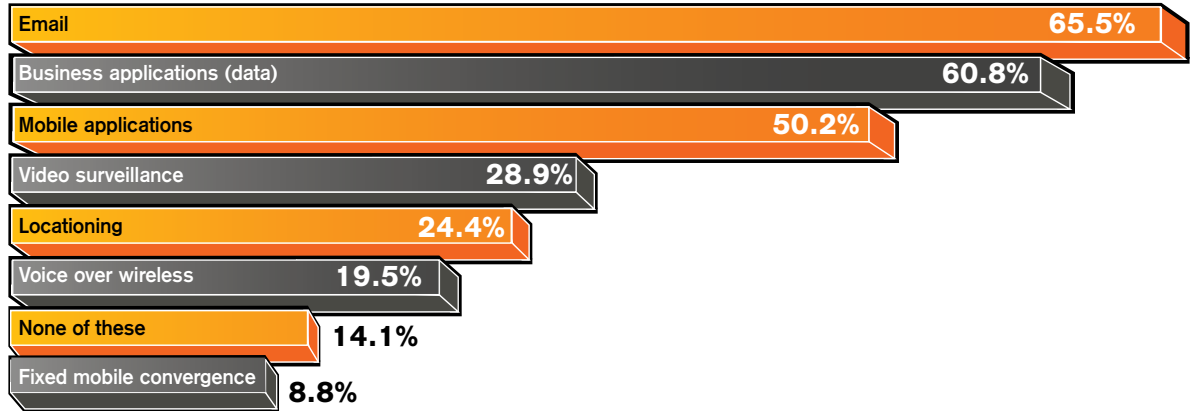
City buildings (44%) followed by police stations (33%) are the two top areas where respondent organizations are planning for wireless network deployment.

4. What hinders your agency from going to an all wireless network?
(Please check all that apply.)



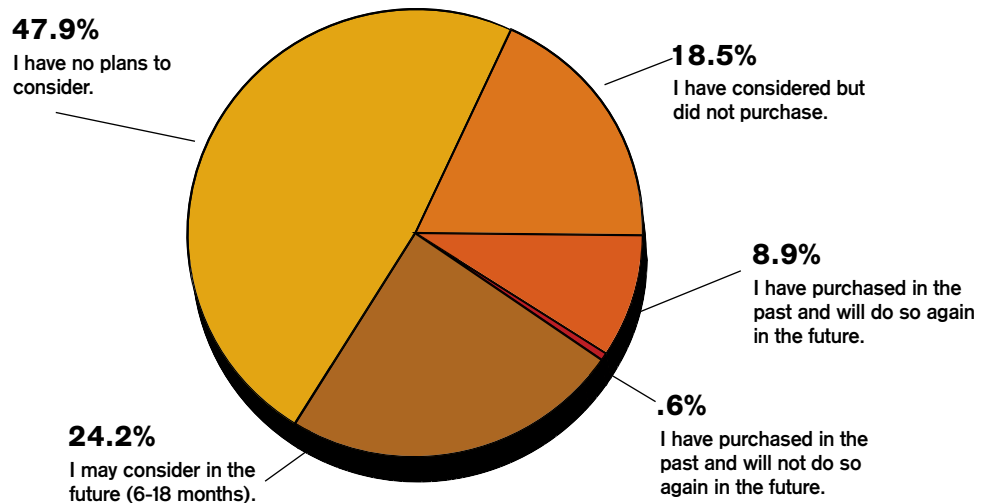
Budget (58%) followed by security (39%) are respondent organization's top considerations for moving towards an all wireless network.

5. What applications would you/do you run over your wireless network?
(Please check all that apply.)



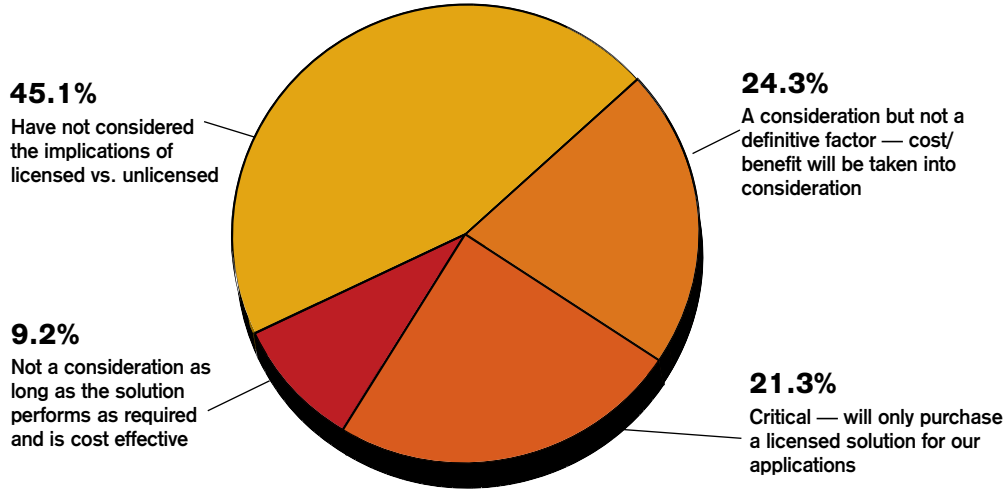
Email (66%) followed by business applications – data (61%) and mobile applications (50%) are the primary applications cited as being run, or preferred to be supported over a wireless network.

6. Have you considered using wireless links to backhaul video from a remote camera rather than wired links?



1/3 or 33% of those surveyed have either purchased or may have future consideration beyond a wired infrastructure to backhaul video applications using wireless links.

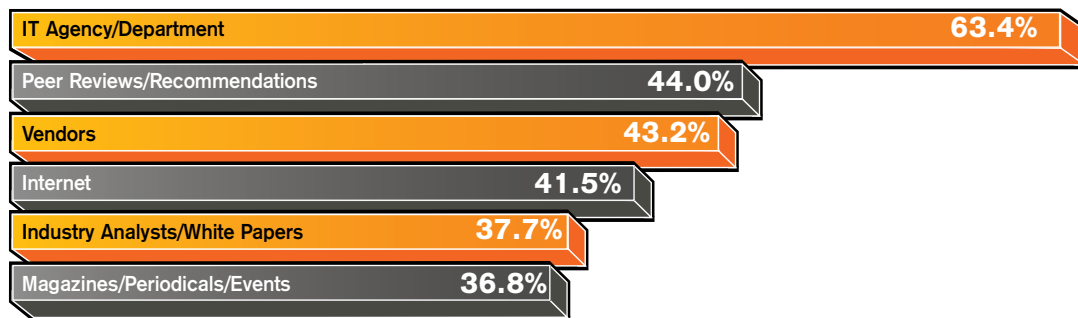
7. How important is licensed spectrum vs. unlicensed spectrum when considering wireless network solutions?



The majority or 45% of those surveyed have not yet considered the significance of licensed vs. unlicensed spectrums as it relates to wireless network solutions.

8. Where do you turn for information when considering a wireless broadband solution?

(Please check all that apply.)



63% leverage information from their IT department/agency followed by peer support (37%) for help in making decisions on wireless broadband solutions.

9. Are you aware of funding sources outside of your agency or community?



More than half, or 54%, are not aware of funding channels available outside of their agency or community.

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