

**U.S. Middleprise
Private Network
Outsourcing and
Payment Preferences:
*IT Exec Survey Data
Results***

Market Study
First Quarter 2021





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Abstract

iGR defines middleprises as companies with between 500 and 2,000 employees. This study focuses on these middleprises' plans and preferences for implementing private networks, including their interest in outsourcing, their preferred vendors and their preferred methods to pay for installation and operation.

Data presented is based on *iGR*'s December 2020 survey of U.S. IT executives and managers in middleprises across multiple vertical industries.

Additional data regarding U.S. middleprises' awareness and understanding of private cellular networks and the perceived reasons to deploy a private cellular network can be found in *iGR*'s **Private Cellular Networks for Middleprises: IT Exec Survey Data Results** market study that was published in the first quarter of 2021.

Additional data regarding the U.S. middleprises' planned 5G networks, including the planned use cases, and the perceived bandwidth and latency needs, can be found in *iGR*'s **5G Plans of U.S. Middleprises: IT Exec Survey Data Results** market study that was also published in the first quarter of 2021.

Key questions addressed in this study:

- Do U.S. middleprises expect that their future private 5G networks will be managed by their companies' IT department or will be outsourced?
- With which types of companies are U.S. middleprises comfortable outsourcing the management of their private 5G networks?
- Which companies would U.S. middleprises most prefer to work with to implement new private network capabilities?
- Approximately what percent of U.S. middleprises' annual IT budget would IT executives be willing to spend to implement a private network?
- How would U.S. middleprise IT executives prefer to pay for the private network?

This market study is recommended for:

- Enterprise private network vendors and solution providers



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- Systems integrators focused on the middleprise market
- Public and private cloud solution providers and vendors
- Mobile operators
- Public cloud and edge platform solution providers
- Wired and wireless infrastructure vendors
- Financial and investment analysts.



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