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***iGillottResearch* Completes Enterprise IT Manager Survey**

Survey Addresses Specifics of Wireless & Mobile Technology Use

AUSTIN, Texas, February 24, 2003 – *iGillottResearch*, Inc., a market strategy consultancy based in Austin, TX, completed its Enterprise IT Manager survey, the first such survey in *iGillottResearch*'s new Enterprise Wireless & Mobile flexible subscription service. Only 17 percent of the respondents indicated that they had implemented a wireless data solution, while 19 percent said that they were currently in trial with a wireless/mobile installation.

Thirty-five percent of respondents said that they did not have a wireless/mobile solution but indicated that they were currently investigating a deployment. However, for many the main concern was the security of wireless solutions. Thirty percent of respondents said that they had no plans to implement wireless at all, saying they saw no benefit to their businesses.

"This survey shows that a significant number of companies have implemented wireless solutions, either in trial or commercial service," says Iain Gillott, founder and president of *iGillottResearch*, Inc. "But clearly the wireless industry needs to spend more time addressing concerns about security and the value of enterprise wireless solutions."

A sample of 1,052 enterprise IT managers, the survey covered the following:

- Essential demographics, such as industry and company size
- Mobility of employees including days out of the office, nature of job, kind of device carried and type of wireless network used
- Nature, extent and value derived from the wireless deployment
- Software and hardware vendors, and systems integrators involved in the deployment
- The cost of supporting the wireless applications.

The Enterprise Wireless & Mobile service provides research on various topics that are of special interest to vendors and operators targeting the enterprise market segment. Unlike most subscription services available to date that simply deliver what the research analysts think the clients want, *iGillottResearch*'s approach incorporates client feedback directly into its research schedule on a quarterly basis.

About *iGillott*Research, Inc.

Based in Austin, Texas, *iGillott*Research Inc. is a market strategy consultancy that conducts research on major wireless technology and business issues and the return on investment (ROI) for enterprise collaborative applications and solutions. A more complete profile of the company can be found at www.igillottresearch.com.

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