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***iGillottResearch* Introduces Enterprise Wireless & Mobile Flexible Subscription Service**

New Service Addresses Strategic Knowledge Needs of Enterprise Vendors

AUSTIN, Texas, November 20, 2002 – *iGillottResearch*, Inc., a market strategy consultancy focused on the wireless and mobile communications industry, announced today the introduction of its Enterprise Wireless & Mobile flexible subscription service. The new service delivers thorough research and insightful analysis into the dynamics of wireless and mobile deployments in the enterprise market.

The Enterprise Wireless & Mobile flexible subscription service joins *iGillottResearch*'s existing research service, Wireless & Mobile Industries, which investigates the issues, dynamics and technologies in the mobile operator market.

"In the last 18 months, we have completed more than 60 case studies of enterprises using wireless and mobile applications," says Iain Gillott, founder and president of *iGillottResearch*, Inc. "The new research service will build on this experience and provide perspectives for vendors selling wireless and mobile solutions to the enterprise."

The Enterprise Wireless & Mobile service will provide research on various topics that are of special interest to vendors and operators targeting the enterprise market segment, such as mobile-enabled sales and field force automation solutions; security and management of mobile devices, as well as the security issues around wireless access into the corporate IT environment; use of Wi-Fi in corporate environments; and research and analysis of enterprise market trends from a variety of perspectives.

The Enterprise Wireless & Mobile subscription service is customer-driven. Unlike most subscription services available to date that simply deliver what the research analysts think the clients want, *iGillottResearch*'s flexible subscription service approach incorporates client feedback directly into its research schedule on a quarterly basis. As a result, *iGillottResearch*'s published research addresses topics that are current in the industry and immediately relevant to the issues the company's clients face in their businesses.

About *iGillottResearch*, Inc.

Based in Austin, Texas, *iGillottResearch* Inc. is a market strategy consultancy focused on the wireless and mobile communications industry. Founded by Iain Gillott, *iGillottResearch* researches and analyzes the impact new wireless and mobile technologies will have on the industry and on users. A more complete profile of the company can be found at www.igillottresearch.com.

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