

http://www.eetindia.co.in/ART_8800649337_1800005_NT_6a173337.HTM

Enterprise to boost security gateway revenues by 2016

Posted: [18 Aug 2011](#)

According to a study by [ABI research](#), [enterprise](#) femtocells will make up 36 per cent of shipments by 2016 which relates to 50 per cent of security gateway revenues. Consumer femtocells are expected to account for the bulk of the market. But in the [femtocell](#) core [network](#), enterprise will play a bigger role, according to the study.

Of the current 70+ contracts, ABI Research has counted at least 15 pure enterprise femtocell contracts, with 25 contracts being a mix of residential and enterprise femtocells.

Those revenues will be garnered by Genband, Acme Packet, Stoke, Intellinet, Huawei, Alcatel Lucent, Cisco and other key security gateway [vendors](#) who make up the market. Some of the larger end-to-end femto suppliers are starting to consider partnering for security gateways. This is beneficial for independent vendors such as Genband, Acme Packet, Stoke and IntelliNet.

Femtocell core networks are based on user capacity rather than access point deployments, and the number of enterprise femtocell users is expected to be far greater than consumer femtocell users.

Aditya Kaul, practice director, mobile networks, says, "While the femtocell access point vendors are concentrating on the consumer femtocell market (driven by access point volumes), the femtocell gateway vendors need to focus on the enterprise market. They should consider building partnerships that focus on that segment and allow them to tune and enhance their products' capabilities for the enterprise."

ABI Research's new "Femtocell Gateways" study focuses on some of the key product and deployment trends for femtocell core gateways, and provides strategic recommendations for vendors in this marketplace. It also includes forecasts and sizing for the security gateway market.