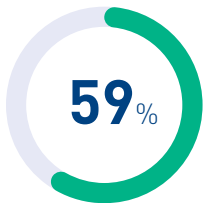


IN-BUILDING WIRELESS SURVEY

Business, IT, & Network Challenges

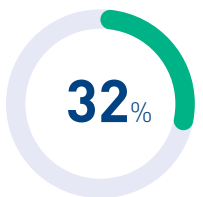
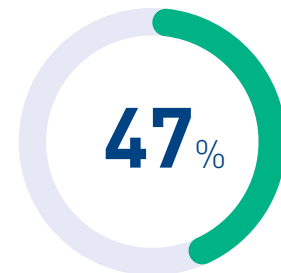
To gain insights to the importance of in-building wireless networks to U.S. enterprises, WIA conducted a survey of U.S. enterprise IT professionals who are responsible and/or knowledgeable of their company's in-building and campus wireless network deployments and plans.

WHAT KEEPS IT MANAGERS UP AT NIGHT?



59% of IT professionals said maintaining and growing **revenues** is their top focus.

47% of IT professionals said **upgrading or modifying connectivity** and applications to enable a more flexible workforce for the future is a major challenge.



Ensuring **reliable network coverage** within company buildings and operational sites is a priority for more than **32 percent** of IT managers.

The top three devices IT professionals wish they could connect are **inventory management systems, HVAC and environmental controls, and remote offices.**



IN-BUILDING WIRELESS SURVEY

Familiarity of Wireless Terms

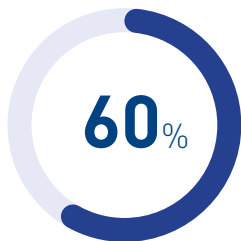
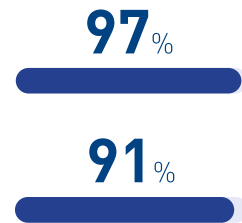
To gain insights to the importance of in-building wireless networks to U.S. enterprises, WIA conducted a survey of U.S. enterprise IT professionals who are responsible and/or knowledgeable of their company's in-building and campus wireless network deployments and plans.

HOW WELL DO ENTERPRISE IT MANAGERS KNOW THEIR WIRELESS OPTIONS?



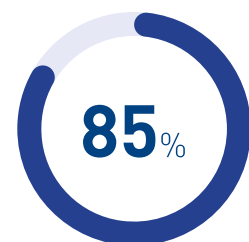
IT managers are **most familiar with Wi-Fi**, with **97%** of those who have deployed in-building networks agreeing that they are extremely or moderately familiar with the term.

97% of deployed managers are familiar with 5G, while **91%** of those planning in-building networks said they were familiar with the term.



CBRS was the least familiar term, with less than 60% of all IT managers saying they are familiar with it.

A **high percentage (85%)** of deployed managers are familiar **with private network solutions**.



IN-BUILDING WIRELESS SURVEY

Deployed and Planned Networks by Facility Size

To gain insights to the importance of in-building wireless networks to U.S. enterprises, WIA conducted a survey of U.S. enterprise IT professionals who are responsible and/or knowledgeable of their company's in-building and campus wireless network deployments and plans.

IN-BUILDING DEPLOYMENTS EXPAND BEYOND THE LARGEST BUILDINGS



The average building size for **planned in-building wireless** networks is **6.5% smaller** than buildings that have already installed in-building networks.

The highest concentration of installed in-building and private wireless networks are in buildings between **25,001 and 50,000 square feet**, while future networks are increasingly being planned in buildings in the **5,001 to 25,000-square-foot** range.



Buildings larger than **100,000 square feet** show a slight decline in planned in-building network deployments as many are already built out.

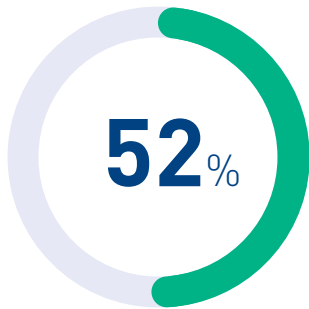
There are slightly more planned **private wireless networks** in buildings greater than **500,000 square feet** as these buildings add to their in-building deployments.



IN-BUILDING WIRELESS SURVEY

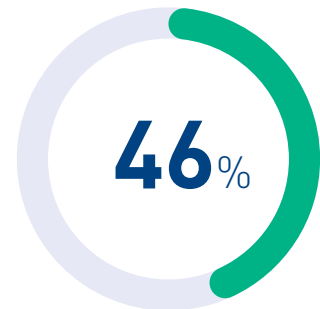
Reasons for Network Choice

To gain insights to the importance of in-building wireless networks to U.S. enterprises, WIA conducted a survey of U.S. enterprise IT professionals who are responsible and/or knowledgeable of their company's in-building and campus wireless network deployments and plans.



More than half (52%) of IT managers planning to install an in-building network **said cellular was the best fit** for their business needs.

The **top concern IT professionals have** about deploying an in-building network is the potential for technology to **become outdated**, cited by **46%** of respondents.



Among IT managers who had installed an in-building network, **50%** said they **chose cellular because of its security features**.

IN-BUILDING WIRELESS SURVEY

Vendor Selection

To gain insights to the importance of in-building wireless networks to U.S. enterprises, WIA conducted a survey of U.S. enterprise IT professionals who are responsible and/or knowledgeable of their company's in-building and campus wireless network deployments and plans.

DO ENTERPRISES PREFER INTERNAL CONTROL OR EXTERNAL CONTRACTOR EXPERTISE WHEN DEPLOYING OR MANAGING NETWORKS?

40%



30%



Of those IT departments that have installed an in-building cellular network, more than **40% used their internal IT or telecom teams for installations**, while **30% leveraged both internal teams and external contractors**.

58% of IT managers prioritized solution performance when selecting external vendors for in-building cellular installations, followed by **46% who considered cost a top priority**.

58%



46%



Ease of deployment is another important factor for IT departments when planning a deployment, highlighting **a preference for solutions that are simple to install and integrate** into existing infrastructure.

Enterprises expressed a strong desire for control and oversight of their networks, with **nearly two-thirds of IT managers** saying they **manage their in-building cellular network internally**.

