

TOSHIBA

Leading Innovation >>>



Market Share 2010 Q3

Toshiba Ranks #2 as a Market Leader

Toshiba Telecommunication Systems Division ranked #2 for IP Sites/Systems shipped in the third quarter (Q3) of 2010, capturing 19% market share.* Our Strata® CIX™ family of IP systems provides the right telephone solutions, at the right price. And our suite of unified communications continues to win industry awards, making Toshiba's business telephone products a must have for every business.

Along with our leadership in VoIP technology, Toshiba's corporate strength, stability and reliable technology are some of the many reasons customers choose our products. Year-after year, Small-Medium businesses, networked enterprises, government agencies, and call centers, choose Toshiba telephone systems for their communication needs.

Rank	Manufacturers	Total	% Share
1	Avaya	6,562	20.7%
2	Toshiba	6,088	19.2%
3	Panasonic	5,883	18.5%
4	Cisco	3,210	10.1%
5	NEC	3,181	10.0%
6	Mitel	2,749	8.7%
7	Vertical Networks	1,933	6.1%
8	ShoreTel	431	1.4%
9	Iwatsu	368	1.2%
10	Digium	302	1.0%
	Others	1,061	3.3%
	Grand Total	31,768	100.0%

IP PRODUCTS
For An **IT WORLD**

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