

In need of numbers

The chart below lists a bevy of e-commerce market research reports with the hard numbers and facts needed for today's IT analysis.



The gist	The quote	The researcher	The report	The URL
E-commerce can save an enterprise significant money.	"E-commerce can lower an enterprise's order-entry costs by up to 30%."	Gartner Group	E-Commerce 2002: The Search for Real ROI	www4.gartner.com/DisplayDocument?id=350458&acsFlg=accessCanBuy
E-payment technology will become popular for the enterprise in 2002.	"Currently, electronic bill payment and presentment is more popular among consumers, but in the long run it will become an enterprise staple."	eMarketer	Electronic Payments Report	www.emarketer.com/ereports/electronic_payments/
Collaboration will become vital in 2002.	"In 2002, the Web conferencing market will double, exceeding \$500 million by year's end."	Gartner Group	New Focus on Knowledge and Collaboration Begins in 2002	www.gartner.com/DisplayDocument?doc_cd=103650
Supply-chain initiatives will see heavy enterprise investments in 2002.	"Companies that automate their indirect channel will maintain a distinct competitive advantage through 2003."	Yankee Group	Customer Relationship Management Strategies Predictions 2002	www.yankeegroup.com
Collaboration software will become a mainstream enterprise application in the next five years.	"Collaboration software and solutions are expected to grow at a compound annual growth rate of 34.77% over the next five years, becoming a \$2.3 billion business by 2005."	Jon Peddie Associates	3D CAD Market Study	www.jpa.com/about/pr_3dcad.html
E-marketplaces are alive and well.	"GTWA e-marketplace transactions increased from 106,168 to 884,166, 733%, ... comparing January-June 2001 activity with the same time period, 2000."	The Global Trading Web Association	GTWA membership transactions report	www.gtwa.net/news/20011112_growth.html
E-commerce is not the highest priority but remains an area of spending.	"69% of 598 readers will have the same 2002 budget for e-commerce software as they did in 2001, while 19% will increase spending."	Network World and STAT Resources	2001 Network World Spending Survey	www.nwfusion.com/research/2001/0129feat.html
E-payment technology has not yet proven its ROI.	"The return on investment for companies adding payment capabilities to their online procurement applications remains foggy."	Jupiter Communications	B-to-B Payment Solutions: Confronting Process Complexity, Standards, and Security to Maximize ROI	www.jup.com
Enterprises say internal e-business initiatives have grown in importance in 2002.	"33% of companies [are] planning to increase spending on internal e-business initiatives, up from 25%."	AMR Research	Quarterly survey, October 2001	www.amrresearch.com/pressroom/files/011113.asp