

# Data Charts

## **SharePoint Redefines Document Management**

### **Forrester Research**

From: *Enterprise And SMB Software Survey, North America And Europe, Q3 2007*

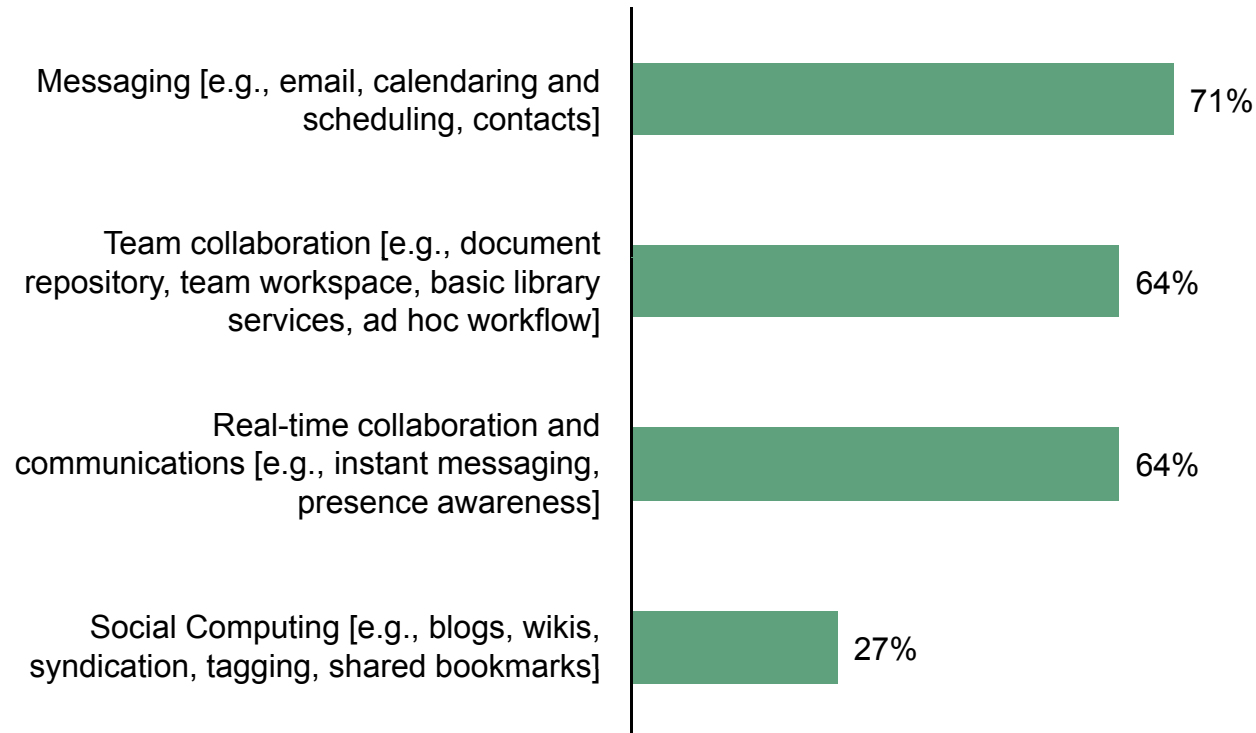
Analyst contact: *Rob Koplowitz*

January 3, 2008

FORRESTER®

## Nearly 65% of orgs will invest in team collaboration software in 2008

“In which types of collaboration software are you likely to invest in 2008?” (Multiple responses accepted; does not include “Don’t know” responses)

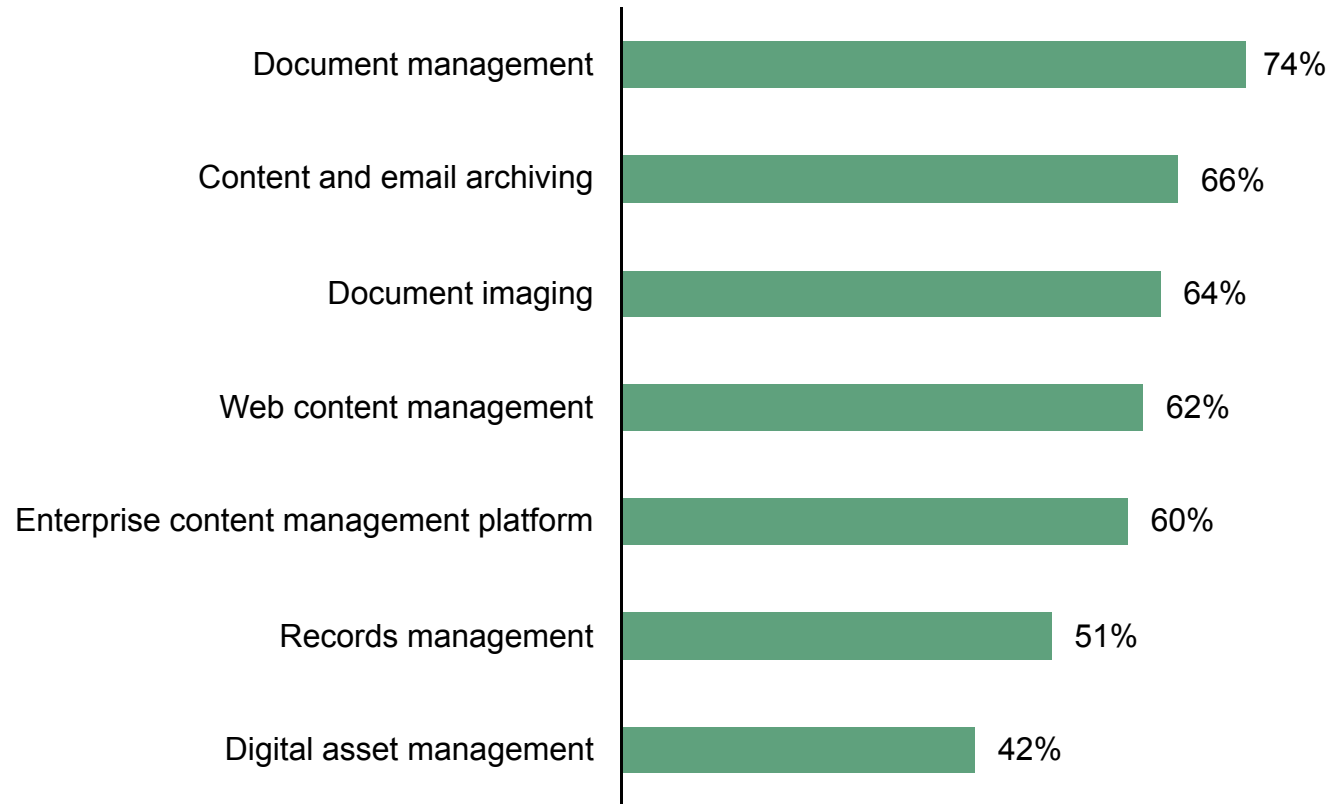


Base: 225 software decision-makers at North American and European enterprises

Source: Enterprise And SMB Software Survey, North America And Europe, Q3 2007

## Nearly 75% of orgs will invest in document management in 2008

“In which types of enterprise content management (ECM) software are you likely to invest in 2008?” (Multiple responses accepted; does not include “Don’t know” responses)

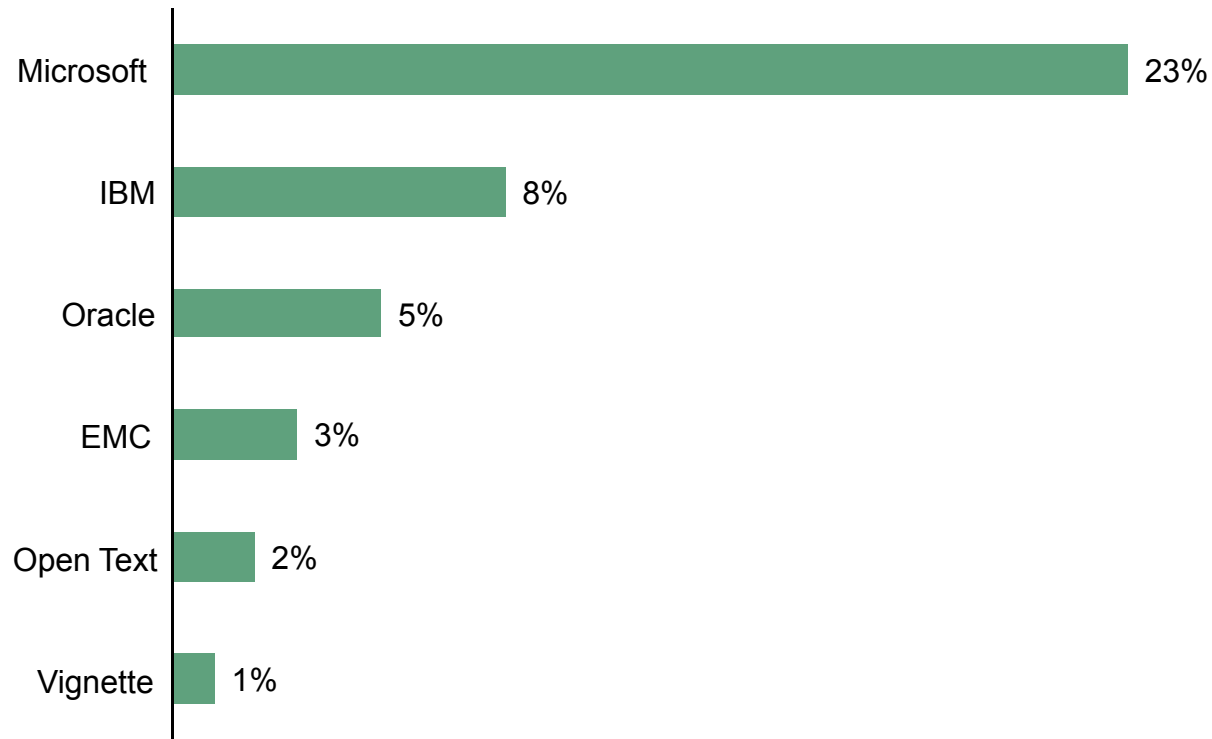


Base: 214 software decision-makers at North American and European enterprises

Source: Enterprise And SMB Software Survey, North America And Europe, Q3 2007

## Many organizations to invest in Microsoft for their ECM solution in 2008

**“In which vendor’s content management software will you invest?”  
(Does not include “Don’t know” responses)**



Base: 216 software decision-makers at North American and European enterprises

Source: Enterprise And SMB Software Survey, North America And Europe, Q3 2007

## What it means

- ▶ Nearly 65% of organizations will invest in team collaboration software in 2008 against a technology backdrop in which team collaboration is becoming more closely tied to content management strategies.
- ▶ The ECM market will be hot across the board with document management leading the charge. Nearly 75% of organizations will invest in document management solutions in 2008.
- ▶ Microsoft leads all vendors by a large margin with nearly 25% of organizations planning to invest in its technology for ECM. SharePoint, the foundation of Microsoft's ECM strategy crosses the boundaries of team collaboration and document management, both of which have been identified as hot investment areas.
- ▶ Rather than disrupting the existing ECM vendor landscape, which remains healthy, Microsoft is establishing foundation content services as a new class of ECM functionality, which will blend pervasive team collaboration with business document management.

---

## Survey and data methodology

**Name of survey:** Enterprise And SMB Software Survey, North America And Europe, Q3 2007

**Survey sample size:** 1,017 software decision-makers from North American and European enterprise companies

The purpose of this study was to analyze adoption trends in Software technology for companies in North America (US and Canada) and Europe (UK, France, and Germany). Forrester surveyed 1,017 Software IT decision-makers at North American and European Enterprise companies. In terms of geography, 701 are from North American companies and 316 are from European companies. Out of all respondents, 82% are considered an "Executive." All respondents were screened for significant involvement in IT decision-making, as well as IT purchasing processes and authorization.

## Want to know more?

- Want to see all 13 surveys fielded in North America, Europe, and Asia Pacific?  
<http://www.forrester.com/Products/MarketResearch/Business>
- Want full access to data from more than 200,000 global consumers and a personal data specialist to help you?  
<http://www.forrester.com/Products/MarketResearch/Consumer/TechAdoption>
- Please give us feedback on this Data Chart.  
<http://www.forrester.com/forr/reg/contact.jsp?id=38>

## Related research

- December 21, 2007, “Enterprise Content Management Is Alive And Kicking In 2008”  
<http://www.forrester.com/Role/Research/Workbook/0,9126,44461,00.html>
- March 2, 2007, “Microsoft's 2007 Enterprise Content Management Platform”  
<http://www.forrester.com/Research/Document/0,7211,41346,00.html>