



Plantronics Calisto Pro Series: Market Information

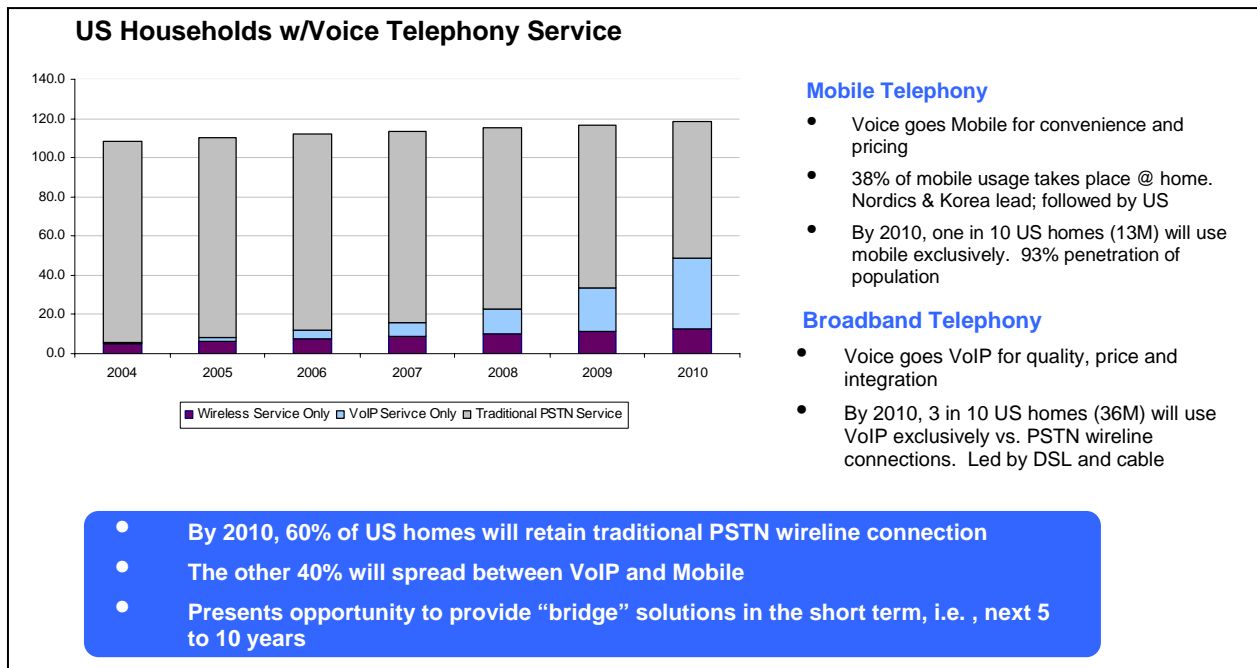
Home Professional Market Size

- 47 million home office / small office users
 - 16 million income-generating home offices
 - 25 million telecommuters and "after hour" workers
 - 6 million small office < 5 employees

Source: IDC

Home Telephony Landscape

- Standard landlines (PSTN) are still used most widely in homes today (~ 85%)
- But the home telephony landscape is evolving as VoIP becomes more prevalent in the home:
 - 60% of U.S. homes will retain traditional PSTN connections through 2010
 - The remaining 40% of homes will adopt VoIP and/or mobile
- Mobile phones are also being increasingly used in the home office:
 - 74% of home pros use a mobile phone on a regular basis in addition to landline
- Opportunity for compelling "bridge" (landline, VoIP, mobile) phone solutions



Source: Gartner, March 2005. Strategy Analytics, August 2005