

**Table 6: Key Competitors in the Information Technology Industry**

<b>Company</b>	<b>Segment</b>	<b>Sales (2004, in millions)</b>	<b>Employees (2004)</b>	<b>Worldwide Activities (NC in bold)</b>	<b>Specific Product Markets</b>	<b>Key Brands or Customers</b>
<b>RF MicroDevices</b>	Semiconductors; Specialized components	651.4	1,800	<b>R&amp;D;</b> wafer manufacture; <b>wafer fabrication;</b> <b>testing;</b> <b>logistics</b>	Semiconductors and components for wireless handsets and infrastructure	Cisco Systems, Sun, IBM, Apple, Sony, HP
<b>Flextronics</b>	Specialized components; Product assembly; Distribution; Electronic services; Original Design Manufacturing	14,530.4	82,000 (1,900 in NC)	<b>Design;</b> <b>component manufacture;</b> product assembly and distribution; customer support; <b>supply chain advising</b>	Wireless communication devices, servers and hardware, telecommunicati ons equipment, home electronics	Nortel, Ericsson, Xerox, Casio, Alcatel, Microsoft, HP, Dell
<b>Red Hat</b>	Operating system	126.1	681	<b>Headquarters;</b> <b>software development</b>	Linux and business IT services	Red Hat Enterprise Linux
<b>SAS</b>	Business software	1,530.0	9,448 (4,003 in NC)	<b>R&amp;D; software development;</b> sales and marketing	Business software	SAS 9.0, MarketMax
<b>Solectron</b>	Electronics manufacture; Integrated supply chain services	11,638.3	57,000	Product design. lean manufacturing capability, post- manufacture services	Electronics manufacture, supply chain management	Cisco, Sun, IBM, Apple, Sony, HP
<b>Nortel</b>	Communications equipment, telecommunicatio ns	10,193.0 (2003)	37,000 (7,500 in NC) (2003)	Broadband, Voice over IP, multimedia services	Telecommunicati ons	Nortel
<b>IBM</b>	Computer hardware manufacture	96,293.0	369,277	<b>R&amp;D;</b> manufacturing of electronics; distribution of products; <b>customer financing</b>	Services, computers, mainframes and servers, storage, peripherals, software	IBM

Sources: Hoover's <<http://www.hoovers.com>>;  
Corporate Annual Reports; and Corporate Web Sites

North Carolina in the Global Economy  
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