

CARRIER GRADES

Morningstar.com, which provides research for investors, regularly grades companies on various criteria, including profitability and financial health. Here's a look at the grades of some carriers on the Network World 200, our ranking of the biggest companies in networking by revenue.

NW200

rank	Carrier	Profitability	Financial health
2	AT&T	A-	B
3	Verizon	B+	A
4	SBC Communications	A	A
7	WorldCom	C	C
12	BellSouth	A	A-
16	Qwest Communications	C-	D
18	Sprint	A	A
27	Alltel	A	B
35	Global Crossing	D	C
61	Level 3 Communications	B	B
63	Genuity	D-	F
76	Williams Communications Group	D	F
77	Exodus Communications	D+	F
79	Winstar Communications	D-	Not available
82	XO Communications	D-	D-
84	Excite@Home	D	C

Grades reflect the companies' standings as of March 31. Morningstar.com notes they are not meant as an official statement on the health of any individual company, or a recommendation on which stock to buy or which company with whom to do business.

CLEC GROWTH

Market research firm New Paradigm Resources Group expects CLEC revenue to grow to \$54 billion in 2001, up 40% over last year's total. However, of the \$39 billion in CLEC revenue in 2000, AT&T and WorldCom accounted for \$25 billion.

CRM IS GROWING STRONG

Customer relationship management vendors will see continued revenue growth through year-end 2001. Here's how the top 10 CRM vendors will fare, according to market research firm AMR Research.

Vendor	2001 revenue (projected)	Increase
Siebel Systems	\$2.7 billion	51%
BroadVision	\$596 million	44%
Nortel Networks (Clarify)	\$507 million	29%
Vignette	\$488 million	33%
Oracle	\$416 million	41%
PeopleSoft	\$405 million	66%
Aspect Communications	\$291 million	20%
Dendrite International	\$198 million	5%
Art Technology Group	\$331 million	103%
SAP	\$347 million	155%

DOWNTRODDEN INFRASTRUCTURE VENDORS

Year-over-year quarterly results show how infrastructure vendors are struggling.

Vendor	Revenue for most recent quarter, compared with same period a year ago	Profit/loss for most recent quarter, compared with same period a year ago
Cisco	\$6.75 billion vs. \$4.36 billion (Oct. 29-Jan. 27)	\$1.33 billion vs. \$897 million
Lucent	\$5.8 billion vs. \$7.9 billion* (Oct. 1-Dec. 1)	\$1.02 billion loss vs. \$1.08 billion profit
Nortel Networks	\$8.8 billion vs. \$6.57 billion* (Oct. 1-Dec. 31)	\$1.41 billion loss vs. \$417 million profit
3Com	\$629.6 million vs. \$1.42 billion (Dec. 2-March 2)	\$122.8 million loss vs. \$97.4 million profit

*Results for January — March quarter not available as of press time.