

Trends

No.	Product Name	Current Lifecycle	Overall Trend	Volatility	Recent Performance	Growth/Decline Rate	Key Observations	Current Quarter (FY25 Q1)	Year-Over-Year Change	Forecast Alignment
1	SWITCH Enterprise High 1	Sustaining	Declining	Moderate	Stabilizing	-57% (from peak)	Consistent decline from FY22, recent stabilization	24,518	-10.2% (vs FY24 Q1)	Forecasts predict slight increase
2	SWITCH Enterprise Ultra High 1	Sustaining	Strong Growth	High	Continuing Growth	+4,254% (from start)	Exponential growth since introduction	9,665	+62.3% (vs FY24 Q1)	ML forecast more optimistic (11,865) than Marketing (7,748)
3	SWITCH Enterprise Ultra High 2	Sustaining	Declining	Low	Slight Recovery	-62% (from peak)	Steady decline through FY23, slight recovery in FY24	9,189	+26.0% (vs FY24 Q1)	Marketing slightly more optimistic than ML
4	SWITCH Enterprise Low	Sustaining	Growing	Very High	Strong Performance	+2,570% (from intro)	Extremely volatile with strong recent performance	32,768	+103.6% (vs FY24 Q1)	Marketing forecast (29,567) more aggressive than others
5	TRANSCIVER MODULE Mid	Sustaining	Declining	Moderate	Significant Drop	-74% (from peak)	Major decline from FY22 peaks, recent quarter shows further drop	54,494	-21.7% (vs FY24 Q1)	All forecasts predict higher than current performance
6	POWER SUPPLY High	Sustaining	Declining	Low	Moderate Recovery	-41% (from peak)	Gradual decline with recent stabilization	120,699	+20.1% (vs FY24 Q1)	All forecasts closely aligned
7	TRANSCIVER MODULE High	Sustaining	Volatile Growth	Very High	Strong Spike	+51% (from start)	Extremely unpredictable, recent major spike	29,889	+452.7% (vs FY24 Q1)	Marketing forecast (62,300) significantly higher than actual performance
8	ACCESS POINT Mid	Sustaining	Strong Growth	Moderate	Steady Growth	+331% (from intro)	Consistent quarter-over-quarter growth since introduction	57,131	+36.2% (vs FY24 Q1)	All forecasts closely aligned
9	POWER SUPPLY Mid	Sustaining	Declining	Moderate	Stabilizing	-52% (from peak)	Significant decline from FY22 peak, recent quarters more stable	109,609	-5.9% (vs FY24 Q1)	All forecasts closely aligned
10	SERVER	Sustaining	Growing	Moderate	Stable	+634% (from intro)	Healthy growth for new product	4,970	+14.1% (vs FY24 Q1)	Demand Planners forecast most aggressive (7,671)
11	PROCESSOR	Sustaining	Flat	High	Stable	+112% (from intro)	Stagnant growth with high volatility	1,376	+3.4% (vs FY24 Q1)	Marketing expects zero demand (unusual)
12	SWITCH Data Center High	Sustaining	Slight Growth	Moderate	Growing	+16.5% (from start)	Relatively stable with seasonal spikes	1,472	+60.5% (vs FY24 Q1)	All forecasts closely aligned
13	TRANSCIVER MODULE Mid	Sustaining	Strong Growth	High	Continuing Growth	+2,049% (from intro)	Exponential growth since introduction	36,285	+235.9% (vs FY24 Q1)	Marketing forecast most optimistic (43,500)
14	ROUTER Enterprise Mid 1	Sustaining	Strong Growth	Moderate	Continuing Growth	+567% (from start)	Consistent growth throughout lifecycle	13,724	+19.9% (vs FY24 Q1)	All forecasts predict continued growth

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15	MEMORY	Decline	Steep Decline	Low	Rapid Decline	-82% (from peak)	Significant decline especially in recent quarters	19,674	-71.6% (vs FY24 Q1)	Marketing more optimistic (35,204) than actual trend
16	ROUTER Enterprise Mid 2	Sustaining	Growing	Moderate	Growing	+126% (from start)	Steady growth with seasonal fluctuations	5,309	+39.1% (vs FY24 Q1)	ML forecast most aggressive (6,696)
17	SWITCH Data Center Mid 1	Sustaining	Declining	Moderate	Stabilizing	-74% (from peak)	Consistent decline throughout lifecycle	1,675	-12.7% (vs FY24 Q1)	Marketing forecast (2,063) more optimistic than actual trend
18	ROUTER Enterprise Low	Decline	Volatile Decline	Very High	Recent Spike	-5.7% (from peak)	Dramatic fluctuations with recent unexpected spike	16,697	+199.4% (vs FY24 Q1)	All forecasts significantly underestimate based on recent spike
19	SWITCH Data Center Mid 2	Sustaining	Declining	Moderate	Stable	-64% (from peak)	General decline with periodic fluctuations	2,374	+4.1% (vs FY24 Q1)	All forecasts closely aligned
20	SWITCH Enterprise High 2	NPI	Strong Growth	Low	Steady Growth	+2,383% (from intro)	Consistent growth since introduction	149	+53.6% (vs FY24 Q1)	Marketing most optimistic (281)