

Telecommunication Infrastructure Services

A solutions-based analysis of the vendor services landscape

Service Features:

- ▶ Solution Assessments of Service Portfolios
- ▶ Industry Intelligence Reports
- ▶ Market Assessments
- ▶ Advisory Reports

Professional and managed services are now a critical business opportunity for Telecom Infrastructure vendors. Mobile and fixed service provider networks across the globe are facing inevitable technology convergence, generating demand for telecom infrastructure expertise stretching across multiple, complex technologies and processes. Telecom vendors are stepping in to enable these network transformation projects. At the same time, these vendors are struggling to differentiate their service offerings in the marketplace, while coping with challenges and opportunities from "co-opetition" with the IT services industry.

Current Analysis provides a structured approach to better understanding and responding to your competition. By providing real-time business intelligence on competitor strengths, weaknesses, services, and trends, we enable Competitive Response™ - the process of formulating both strategic and tactical plans for responding to the competitions every move.

SERVICE DESCRIPTION

Delivered via our web-based platform CurrentCOMPETE™, Current Analysis' Telecom Infrastructure Services solution tracks and analyzes events, technologies, and companies shaping the value-added vendor services market in the telecom sector. Comprehensive coverage includes vendor Solution Assessments and analysis of key events in the marketplace, covering announcements of new services and strategies, mergers and partnerships, as well as a monthly round-up of new vendor contracts.

Benefits

- Understand competitors' value-added service portfolios, including scale, strengths, weaknesses, market positioning, and market traction
- Leverage analysis of breaking news in the services market, including new service offerings, strategic partnerships, and mergers and acquisitions
- Track new services contracts awarded by operator customers, with assessments of the competitive impact of each new deal
- Learn about new strategies and business models that work, or don't work, in the context of an infrastructure vendor, through in-depth advisory reports that examine issues that affect all competitors

KNOW YOUR COMPETITORS, THEIR STRATEGIES, AND TACTICS FOR RESPONDING EFFECTIVELY

"Current Analysis' info is more precise than the other research services. It is tuned to the faster pace of sales."

- National Account Manager

Tier one service provider

COMPANIES COVERED (PARTIAL LIST)

» Alcatel	» Ericsson	» Motorola
» Amdocs	» Fujitsu	» Nokia
» Atos Origin	» Hewlett-Packard	» Nortel
» CapGemini	» Huawei	» Relacom
» Cisco	» IBM	» Siemens
» Convergys	» LogicaCMG	» Telent
» EDS	» Lucent	» Telindus

MARKET SEGMENTS COVERED

Market Segment	Service Opportunities
Professional Services	Network consulting Systems integration Network optimization
Managed Services	Network outsourcing Managed network services Hosted application
Technical Services	Deployment Maintenance Support Training

To learn more about Current Analysis Solution Assessments, please contact:

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STAY INFORMED WITH ANALYSIS OF MAJOR INDUSTRY ISSUES

- » The incessant drive among network service providers to reduce operating expenses
- » Growing demand by operators for multi-vendor expertise from equipment suppliers
- » Increased pressure on vendors to assume greater risk in new technology deployments
- » The debate on outsourcing, including the changing definition of what constitutes core functions and competencies



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About Current Analysis

Current Analysis has been helping leading technology companies improve their competitive responsiveness since 1997. We enable you to improve your performance by creating a repeatable process advantage over your competitors.

Our business model and solutions are built on the foundation of solid, quality intelligence and data, making Current Analysis the leader for competitive intelligence demands. We serve more than 40,000 users at over 250 enterprise clients. Our client base represents the preeminent firms in the telecommunications, information technology and consumer electronics industries.