



# WiMAX Networks

## In-Depth Analytical Solution Assessments

*Current Analysis provides Competitive Response solutions that enable companies to effectively anticipate and counter competitive threats, and win more business.*

### ANALYZE WiMAX NETWORK BUYING CRITERIA

- ASN Support
- Base Station Capacity
- Deployment Support
- CSN and Devices
- RF Features and Performance

### BENEFITS OF ANALYSIS

- Increase awareness and knowledge of competing products
- Stay informed of recent market developments and product enhancements
- Compete more effectively by understanding buying criteria
- Improve messaging by understanding how to attack and defend against competitive positioning
- Save time comparing your most important competitors' strengths and weaknesses

Right or wrong, WiMAX is often referred to as a "4G" technology. While the designation – based on its use of mobile broadband technologies such as OFDM and MIMO – is debatable, the global interest in WiMAX is not; with an initial focus on underserved spectrum in the 2.5 GHz and 3.5 GHz bands, the first standards-based technology to wage a multi-vendor war on 3G deserves the attention it's gotten.

Yet, along with this attention comes an influx of would-be WiMAX vendors all vying for their piece of the opportunity.

Established wireless heavyweights have entered the fray – leveraging their solution capabilities and mobile expertise.

Established fixed-wireless players have entered the fray – leveraging their channels and tight focus on WiMAX. New WiMAX-centric players have entered the fray – promising to deliver value thanks to new architectures, new pricing structures and their own market focus.

### Compare WiMAX Network Solutions from:

- Alcatel-Lucent
- Alvarion
- Huawei
- Motorola
- Nokia Siemens Networks
- Samsung

### Current Analysis Analyst



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Ultimately, this level of interest is good for WiMAX, leading to a solid ecosystem capable of meeting operator demands. Yet, it also results in fierce competition, with every vendor touting its base station portfolios and end-to-end WiMAX

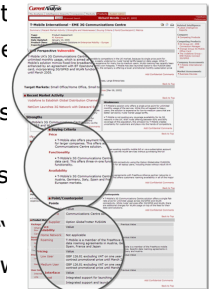
solutions as, "the best." In reality, every solution is unique with its own strengths and weaknesses – strengths and weaknesses that are difficult to identify without a deep investigation of products, product features and operator buying criteria.

Based on a long history of 3G product analysis, **Current Analysis'** WiMAX Network Solution Assessments provide that investigation with a holistic view that stretches beyond WiMAX base stations to include device and core network support.

### Anatomy of a **Current Analysis** Solution Assessment



- **Solution Description:** What the vendor or service provider brings to the market as a solution
- **Solution Elements:** The products or services that make up the solution.
- **Current Perspective:** Current Analysis' overall solution.
- **Strengths and Weaknesses:** Analysis of Current Analysis' opinion of the ratings and the solution's criteria. Cast as "Benefit" or "Weakness"
- **Go To Market Analysis:** Evaluates how the solution is positioned in the overall market, and the strength of the market traction for the solution.



COMPARE WIMAX NETWORKS  
SELECTION ELEMENTS

- Base Station: High Capacity
- Base Station: Low / Mid-Capacity
- Access Service Network Gateway
- CSN & Devices

GO TO MARKET ANALYSIS

- Solution Positioning
- Solution Traction

### About **Current Analysis** Solution Assessments

Solution Assessments, like all **Current Analysis** offerings, provide a level of detail that is an essential part of strategic competitive analysis, but that is also tactically indispensable in day-to-day sales situations.

Accessible via **Current Analysis**' CurrentCOMPETE platform, Solution Assessments identify the product and service combinations delivered by a technology supplier or service provider, providing in-depth analysis and tactical advice based upon solution selection criteria that are likely to be key decision points for prospective customers.

Each Solution Assessment examines the strengths and limitations of a given supplier or service provider's solution, and provides an overall rating ranging from Very Vulnerable to Very Threatening. Factors weighed vary from sector to sector, but often include issues such as technological capability, portfolio breadth, service capability, partnerships, geographic reach and stability.

### About **Current Analysis**

**Current Analysis** is the preeminent source for tactical competitive intelligence and analysis. Our CurrentCOMPETE™ platform provides real-time analysis of breaking industry events, as well as intelligence reports on the markets, companies and products that are shaping the telecom, networking, and business software industries. By providing timely and comprehensive intelligence, we enable organizations to successfully counter competitive threats, and offer effective solutions to emerging challenges.

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 30,000 users at over 250 enterprise clients, representing preeminent firms in the telecommunications, information technology and consumer electronics industries.

**Current Analysis** retains over 40 worldwide industry experts. Their frontline perspective and industry experience ensures you receive the best market information and analysis available - delivered within 48 hours of major industry events.

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