

Competitive Intelligence Service

Service Provider Infrastructure

The Service Provider network has been under nearly constant pressure to evolve over the past decade as enterprise and consumer users, alike, have come to demand more from their connectivity options and operators have looked for new ways to drive revenues and monetize existing services. This evolution continues today and the impact on the infrastructure deployed by telecom operators is well understood. New fixed and mobile services demand ever more advanced network solutions from the access layer through the transport, application and service delivery layers. Network vendors, in turn, are forced to deliver increasingly efficient R&D and innovative product roadmaps simply to meet customer requirements and remain competitive.

The **Current Analysis** coverage of the **Service Provider Infrastructure** space includes analysis of the network solutions deployed by telecom service providers, including tight coverage of the industry's key vendors, their products, strategies and the technology demands of today's telecom service providers in the fixed-line and wireless markets. Looking holistically at the market – access, transport, core, service delivery and applications – the service is designed to provide in-depth insight into how the market's vendors are competing and what they must do to remain competitive thanks to regularly updated company assessments, product assessments, market updates and timely analysis of key product launches, partnerships, acquisition and other events shaping the industry.

Service Provider Infrastructure Markets Covered

Current Analysis delivers competitive response solutions for companies competing in fast-paced markets, including:

- Digital Media Infrastructure
- Fixed Access Infrastructure
- IP Services Infrastructure
- Mobile Access Infrastructure
- Transport and Routing Infrastructure
- Telecom Vendor Services Tracker (Premium option)
- Mobile Ecosystem (Premium option)

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

This is achieved through the rapid delivery of tactical, actionable intelligence to help fast-paced companies compete in the highly volatile telecom, networking, and business software markets.

As the only company to provide comprehensive Competitive Response solutions, **Current Analysis** is capable of supporting many roles across the organization. Sales teams, product managers, marketing professionals, and executives now have complete access to the business intelligence they need to be more competitive.

Service Provider Infrastructure Analyst Team



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Service Provider Infrastructure

Product and Portfolios Covered

Digital Media Infrastructure

- IPTV/Multi-screen Solutions
- Multi-Screen Video Processing
- On-Demand Video Servers

Fixed Access Infrastructure

- DSL Access
- GPON

IP Services Infrastructure

- Hosted Multimedia Application Servers
- IP Multimedia Subsystems
- Media Gateways
- Mobile Softswitching - GSM/UMTS
- Policy Control
- Service Delivery Platforms
- Session Border Controllers (SBC)
- Softswitches

Mobile Access Infrastructure

- 3GPP Radio Access Network
- 3GPP2 Radio Access Network
- Evolved Packet Core
- LTE eNodeB
- WiMAX Network Solutions

Transport and Routing Infrastructure

- Carrier Ethernet
- Carrier Ethernet Access and Aggregation Routers
- Core IP Routing
- Mobile Backhaul
- Next-Gen Edge Solutions
- Next-Gen Multiservice WDM Transport
- Optical Switching
- Packet Optical Access

Service Provider Infrastructure

Digital Media Infrastructure

The **Current Analysis** coverage of the **Digital Media Infrastructure** sector focuses on the delivery of digital content and related networking technologies. This module covers areas such as cable and telco-based IP video and interactive applications extending from the service provider network to the customer premises. This module also addresses content security as part of overall coverage, including analysis on related issues such as content regulation.

Coverage areas include:

- Content Security
- CDS: Content Delivery Systems
- CDN: Content Delivery Networks
- Advanced Advertising
- IP Video
- Video Processing

Available Product/Portfolio Assessments

- IPTV/Multi-Screen Video Solutions
- Multi-Screen Video Processing
- On-Demand Video Servers

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Companies Covered

- Alcatel-Lucent
- Cisco
- Ericsson
- Harmonic
- Huawei
- Microsoft
- Motorola
- NDS
- Nokia Siemens Networks
- SeaChange

Service Provider Infrastructure

Fixed Access Infrastructure

The **Current Analysis** coverage of the **Fixed Access Infrastructure** sector focuses on wireline broadband systems and related technologies that are deployed in the access portion of service provider networks, which enable both consumer and enterprise multi-play service packages (e.g., high-speed Internet access, broadcast/IPTV and video, teleconferencing, and voice/VoIP). The Fixed Access practice also includes coverage of related broadband aggregation and subscriber/service provisioning technologies and solutions.

Coverage areas include:

- HFC / DOCSIS / Cable Infrastructure
- DSLAMs
- Active/Point-to-Point Ethernet FTTP Systems
- PON FTTP Systems
- MSAPs (Multi-Service Access Platforms)

Available Product/Portfolio Assessments:

- DSL Access
- GPON

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Companies Covered

- ADTRAN
- Alcatel-Lucent
- Calix
- Cisco
- ECI Telecom
- Ericsson
- Huawei
- Iskratel
- KEYMILE
- Motorola
- Nokia Siemens Networks
- Tellabs
- UTStarcom
- Zhone
- ZTE

Service Provider Infrastructure

IP Services Infrastructure

The **Current Analysis** coverage of the **IP Services Infrastructure** sector focuses on the companies, products and strategies impacting the evolution of packet-based networks into the preferred infrastructure for delivering voice- and multimedia-based communications, as well as the gradual transition of the PSTN from circuit-based to packet-based technology. Coverage includes multiple technologies and architectures involved in the transition of communications services to an IP-based service delivery infrastructure.

Coverage areas include:

- IMS: IP Multimedia Subsystem
- SDP: Service Delivery Platform
- Softswitching / Media Gateways
- Hosted Multimedia Application Servers
- Session Border Controllers
- Policy and Charging Control
- CEM: Customer Experience Management

Available Product/Portfolio Assessments:

- Hosted Multimedia Application Servers
- IP Multimedia Subsystems
- Media Gateways
- Mobile Softswitching – GSM/UMTS
- Policy Control
- Service Delivery Platforms (SDP)
- Session Border Controllers (SBC)
- Softswitches

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Companies Covered

- Acme Packet
- Alcatel-Lucent
- BroadSoft
- Cisco
- Comverse
- Dialogic
- Ericsson
- GENBAND
- Huawei
- Italtel
- MetaSwitch
- Nokia Siemens Networks
- Sonus Networks
- Tekelec
- ZTE

Service Provider Infrastructure

Mobile Access Infrastructure

The **Current Analysis** coverage of the **Mobile Access Infrastructure** sector tracks key vendors and products supplying network infrastructure to mobile operators around the world - including the mature markets of Europe, the Americas, and Asia as well as emerging markets responsible for supporting the industry's strong wireless growth. In addition to tracking the 2G and 3G mobile infrastructure markets, the module analyzes events impacting competitors offering so-called 4G solutions (WiMAX and LTE), femtocells and fixed mobile convergence offers.

Coverage areas include:

- 3GPP Infrastructure (GSM/WCDMA/LTE)
- 3GPP2 Infrastructure (CDMA2000)
- WiMAX Infrastructure

Available Product/Portfolio Assessments:

- 3GPP Radio Access Networks
- 3GPP2 Radio Access Networks
- Evolved Packet Core
- LTE eNodeB
- WiMAX Networks

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Companies Covered

- Alcatel-Lucent
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- Cisco
- Ericsson
- Huawei
- NEC
- Nokia Siemens Networks
- Samsung
- ZTE

Service Provider Infrastructure

Transport and Routing Infrastructure

The **Current Analysis** coverage of the **Transport and Routing** sector tracks the technologies, products and companies helping to deliver telecom services by connecting access and core network assets – while layering intelligence on this traffic. In particular, service provider routing (edge through core), Carrier Ethernet and optical network solutions are discussed, with the trends shaping these spaces tracked.

Coverage areas include:

- Carrier Ethernet
- Carrier Routing
- Mobile Backhaul
- Mobile Packet Core
- Optical Switching
- Optical Transport

Available Product/Portfolio Assessments:

- Carrier Ethernet
- Carrier Ethernet Access and Aggregation Routers
- Core IP Routing
- Mobile Backhaul
- Next-Gen Edge Solutions
- Next-Gen Multiservice WDM Transport
- Optical Switching
- Packet Optical Access

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Companies Covered

- ADVA Optical Networking
- Alcatel-Lucent
- Brocade
- Ciena
- Cisco
- ECI Telecom
- Ericsson
- Extreme Networks
- Fujitsu
- Huawei
- Infinera
- Juniper Networks
- Nokia Siemens Networks
- Tellabs
- Transmode
- ZTE

Service Provider Infrastructure

Telecom Vendor Services Tracker

The **Current Analysis Telecom Vendor Services Tracker** provides detailed information and analysis on the professional, managed and technical services that major telecom network vendors are offering to help telecom operators solve problems, run their network services, and implement and maintain their network assets. The service also includes coverage of global system integrators, often partners but sometimes competitors in this market, and their telecom network-related market strategies.



Benefits

The **Current Analysis Telecom Vendor Services Tracker** will help you stay current on the services being sold to telcos, trends in the market, service provider demands, and differentiators among telecom service vendors.

- Remain up-to-date on new, innovative service solutions and strategies.
- Target competitor service weaknesses.
- Understand the market strategies of non-traditional service players (providers outside of the major infra vendors).
- Track competitor service success and momentum, on a regional or network basis.
- Identify the regional hot spots for infrastructure service deals.
- Identify un-tapped markets for new infrastructure service momentum.
- Track the market’s acceptance of new service paradigms: moving, for example, from a product-facing focus to managed and professional services.

Companies Tracked:

- Alcatel-Lucent
- Aricent
- Ciena
- Cisco
- Ericsson
- Hewlett-Packard
- Huawei
- IBM
- Motorola
- Nokia Siemens Networks
- Tech Mahindra
- Tellabs

Description

The **Current Analysis Telecom Vendor Services Tracker** includes:

- **Monthly Roundup Reports** detail new customer wins announced by network vendors and service firms. Analysis looks at both market and vendor trends for the month. While recommended actions provide up-to-date competitive intelligence for vendors and end users.
- Charts on a **Summary Dashboard** quickly highlight the latest telecom vendor services monthly trends including total number of contracts, contracts by network type, and contacts by service type.
- **Vendor Assessments** of the major players offering service support into network operators are continually reviewed, providing an analytical summary of their business strategies, strengths, weaknesses and competitive differentiation.

Service Types:

- Technical
- Professional
- Managed

Network Types:

- Fixed
- Mobile
- Both

Telecom Vendor Services Tracker *(continued)*

- A **Company Dashboard** allows for quick comparisons of key metrics for all the vendors including; total contracts by service type, by region, and by network type.
- Information from the **Telecom Vendor Services Contract Database** is available for download in spreadsheet format. Selections can be made by vendor, service type, region, and date range.
- In **Event Reports**, new service offerings, strategy shifts, and major contracts impacting the market are reviewed and analyzed shortly after they occur in order to reveal what they mean to the vendor, competitors and the market, in general.

Mobile Ecosystem

Insight into the events, issues, and technologies changing the mobile communications industry

Mobility is quickly becoming the face of telecom innovation and opportunity, so much so that the many segments of the industry – from mobile device silicon to mobile handsets and connected devices to wireless carrier services and the access infrastructure that supports them – can now be considered parts of an inter-connected business “ecosystem.”

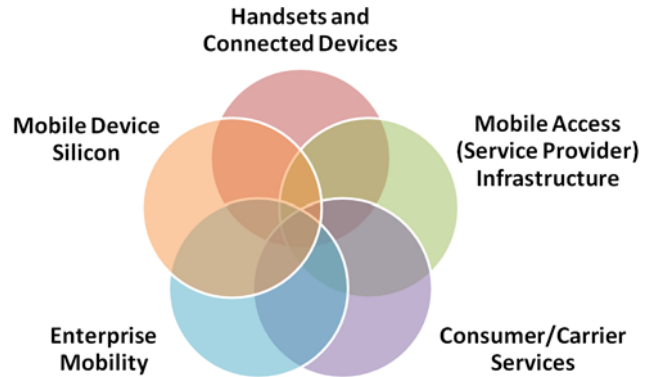
Against this changing backdrop, the businesses of vendors and service providers that compete in the individual segments of the mobility ecosystem are increasingly sensitive to activities *occurring in areas that they do not traditionally monitor*. Without an understanding of the broader trends influencing the entire industry, segment-level players are vulnerable and segment-level innovation risks failing to meet changing cross-market realities.

Current Analysis’ Mobile Ecosystem service is a unique source of integrated analysis of the key events, issues, and technologies that influence the mobile communications industry.

SERVICE BENEFITS

Current Analysis’ Mobile Ecosystem coverage helps you understand, and puts you in a better position to profit from, the wireless industry trends that stretch beyond the traditional boundaries of the mobile network, mobile device, and mobile service layers. **Mobile Ecosystem** delivers a complete picture of what is driving, limiting, or otherwise shaping the evolution of the business environment for mobile offerings; and the issues coming from adjacent markets that vendors, operators, and other players in the industry need to track.

- How do new silicon advances impact tomorrow’s services and usage?
- What is the next wave of usage-generating services and applications?
- How are the industries around applications like mobile commerce or marketing organized? And how are they impacting network architectures?
- What standards do you need to know about this year? And next?
- What is taking place in the global spectrum landscape and how does it impact the broader ecosystem?



Topics Covered

- Application Development
- Femtocell
- Location-based Services
- LTE
- Machine-to-Machine
- Mobile OS
- NFC

Themes

- Standards
- Spectrum Trends
- Regulatory Issues
- Pure Technology Trends
- Deployment Timelines
- Technology Marketing
- Vertical Markets
- Service Provider
- Business Models
- Regulatory Issues

Mobile Ecosystem *(continued)*

Product Overview

The **Current Analysis Mobile Ecosystem** service includes:

- **Event Reports** provide an up-to-date analysis of key new product launches, strategy shifts, partnerships, and all activities that impact the broader mobile ecosystem. These reports clearly explain the importance of a specific event to players in the various segments of the mobile industry.
- **Trend Roundups** build on key themes, such as Femtocells, Mobile Silicon, Application Development, and Mobile Marketing, summarizing the recent activity in the space and examining near-term drivers, long-term drivers, and their impact on the entire mobile industry.
- **Segment Overviews** present consolidated analysis from the Current Analysis practices that track in detail the individual segments of the Mobile Ecosystem (e.g., mobile devices, mobile silicon, consumer services, enterprise mobility, mobile access infrastructure, etc.) and highlight the key players in the market segments and how they are competitively positioned.
- **Spectrum Watch** reports present the key events in the global spectrum landscape — new auctions, regulatory updates, innovative launches, etc. — with an eye towards what these developments mean to new services launches, product development, infrastructure requirements, etc.
- **Standards Watch** reports investigate the key standards touching multiple parts of the mobile industry. What are the technical aspects of the standard? What does it promise? Who is driving the standard and when can we expect to see it commercially realized?

The **Current Analysis Mobile Ecosystem** service also includes one-on-one time with category-specific analysts. Their frontline perspective and industry experience ensures you receive the best guidance available.

- **Scheduled Inquiry** – Discussion of trends and specific business implications. One-on-one or team-oriented.
- **Ad Hoc Inquiry** – Unlimited opportunity to call or email analysts to discuss research, ask questions, gather opinions.
- **Analyst Outreach** – Proactive contact from service leaders on identified issues.
- **Consultation** – Direct access to project team leaders for customer-directed lines of research and RFP discussions.

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