

## 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.

### 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.



### Companies Tracked:

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

### Service Types:

- Technical
- Professional
- Managed

### Network Types:

- Fixed
- Mobile
- Both

- 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.