

**Carrier Value Added Services Market
Strategies
and Forecasts, 2002-2007**

Carrier VAS Market Assessment



Picture by Susie Eustis

MOUNTAINS OF OPPORTUNITY

**WinterGreen Research, Inc.
Lexington, Massachusetts**

www.wintergreenresearch.com

CHECK OUT THESE KEY TOPICS

**Carriers Adapt System Architecture For Voice And Data,
Building Brand Loyalty,
Rapid, Flexible Deployments,
*CARRIER VALUE ADDED SERVICES MARKET OUTLOOK,
SOPHISTICATED VALUE ADDED SERVICES BUSINESS
MODELS,
CONTENT STREAMING TO FRAMES***

Carrier VAS Market Strategies and Forecasts, 2002-2007

The carriers worldwide are positioning to achieve a market presence in broadband services. Carriers are expected to have lower total revenue in the near term, but become increasingly profitable. Their capital expenditures will go down. As software call control replaces circuit switches, it is less expensive to put a network in place and keep it running. Proprietary circuit switch equipment is being replaced with blade computer servers. Softswitches and routers form a significant aspect of the network. Access equipment takes up more of capital expenditure dollars.

New network architectures make it less expensive to provide network services. New applications provide increasing numbers of revenue streams.

RBOC data services represent a major growth opportunity that provides a worldwide value added services model. Markets at \$25.3 billion in 2001 are expected to reach \$50.8 billion by 2007. These are the most significant markets for the RBOCs going forward.

Worldwide value added data services markets at \$60.9 billion in 2001 are expected to reach \$130.5 billion by 2007. Market growth will be driven by participation in wireless communication. Broadband communication is set to begin to replace analog wireline communication by that time.

Companies Profiled

Market Leaders

Telecommunication Service Providers Active in China

Alltel

Asia Satellite Telecommunications Co. Ltd. AT&T

AT&T Wireless

Avnet

Beijing Telecom

Bell Canada

British Telecom (BT)

Broadwing Communications

Cable & Wireless

ChannelNewAsia.Com

China Mobile

China Netcom

China Railway Telecom

China's State Power Corporation (SPC)

China Telecom

CommVerge Solutions

Deutsche Telekom

Diveo Broadband Networks

Eircom

Fibrlink

Flag Telecom

France Telecom

Global Crossing

Golden Bridge Network (ChinaGBN)

Hutchison Whampoa
Ibasis
Jinzhou Port / Jitong
Jitong Corporation
KDDI
Kingcom
KMC Telecom
KPN International Network Services
Level 3 Communications
Ministry Of Railways / China Unicom Merger
North Pittsburgh Systems / Penn Telecom
NTT
Optus
Partners Tech System Limited (TSL)
Photonic Bridges
Radiant Holdings / Ntera
SingTel
Sonera
Sonera Entrum
SpeedCast
Sprint
Telcel
Telecom Venture Group Limited
Telefonica
Telia Net
Telstra
Via Net.Works
Wish00
WorldCom
WorldCom Restatements

Carrier VAS Market Strategies and Forecasts 2002-2007

REPORT METHODOLOGY

THIS IS THE ONE HUNDRED FIFTY-THIRD REPORT IN A SERIES OF MARKET RESEARCH REPORTS THAT PROVIDE FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, COMPUTER, SOFTWARE, AND TELEPHONE EQUIPMENT. THE PROJECT LEADERS TAKE DIRECT RESPONSIBILITY FOR WRITING AND PREPARING EACH REPORT. THEY HAVE SIGNIFICANT EXPERIENCE PREPARING INDUSTRY STUDIES. FORECASTS ARE BASED ON PRIMARY RESEARCH AND PROPRIETARY DATA BASES. FORECASTS REFLECT ANALYSIS OF THE MARKET TRENDS IN THE SEGMENT AND RELATED SEGMENTS. UNIT AND DOLLAR SHIPMENTS ARE ANALYZED THROUGH CONSIDERATION OF DOLLAR VOLUME OF EACH MARKET PARTICIPATION IN THE SEGMENT. INSTALLED BASE ANALYSIS AND UNIT ANALYSIS IS BASED ON INTERVIEWS AND AN INFORMATION SEARCH. MARKET SHARE ANALYSIS INCLUDES CONVERSATIONS WITH KEY CUSTOMERS OF PRODUCTS, INDUSTRY SEGMENT LEADERS, MARKETING DIRECTORS, DISTRIBUTORS, LEADING MARKET PARTICIPANTS, OPINION LEADERS, AND COMPANIES SEEKING TO DEVELOP MEASURABLE MARKET SHARE. OVER 200 IN DEPTH INTERVIEWS ARE CONDUCTED FOR EACH REPORT WITH A BROAD RANGE OF KEY PARTICIPANTS AND INDUSTRY LEADERS IN THE MARKET SEGMENT.

YOU MUST HAVE THIS STUDY

Carrier VAS Market Strategies and Forecasts, 2002-2007

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ABOUT THE PRINCIPAL AUTHORS

ELLEN T. CURTISS, TECHNICAL DIRECTOR, CO-FOUNDER OF WINTERGREEN RESEARCH, CONDUCTS STRATEGIC AND MARKET ASSESSMENTS IN TECHNOLOGY-BASED INDUSTRIES. PREVIOUSLY SHE WAS A MEMBER OF THE STAFF OF ARTHUR D. LITTLE, INC., FOR 23 YEARS, MOST RECENTLY AS VICE PRESIDENT OF ARTHUR D. LITTLE DECISION RESOURCES, SPECIALIZING IN STRATEGIC PLANNING AND MARKET DEVELOPMENT SERVICES. SHE IS A GRADUATE OF BOSTON UNIVERSITY AND THE PROGRAM FOR MANAGEMENT DEVELOPMENT AT HARVARD GRADUATE SCHOOL OF BUSINESS ADMINISTRATION. SHE IS THE AUTHOR OF RECENT STUDIES ON WORLDWIDE TELECOMMUNICATIONS MARKETS, THE TOP TEN INTERNET EQUIPMENT COMPANIES, THE TOP TEN CONTRACT MANUFACTURING COMPANIES, AND THE TOP TEN TELECOMMUNICATIONS MARKET ANALYSIS AND FORECASTS.

SUSAN EUSTIS, PRESIDENT, CO-FOUNDER OF WINTERGREEN RESEARCH, HAS DONE RESEARCH IN COMMUNICATIONS AND COMPUTER MARKETS AND APPLICATIONS. SHE HOLDS SEVERAL PATENTS IN MICROCOMPUTING AND PARALLEL PROCESSING. SHE HAS THE ORIGINAL PATENTS IN ELECTRONIC VOTING MACHINES. SHE HAS NEW PATENT APPLICATIONS IN FORMAT VARYING, MULTIPROCESSING, AND ELECTRONIC VOTING. SHE IS THE AUTHOR OF RECENT STUDIES OF THE REGIONAL BELL OPERATING COMPANIES' MARKETING STRATEGIES, INTERNET EQUIPMENT, BIOMETRICS, A STUDY OF INTERNET EQUIPMENT, WORLDWIDE TELECOMMUNICATIONS EQUIPMENT, TOP TEN TELECOMMUNICATIONS, DIGITAL LOOP CARRIER, WEB HOSTING, WEB SERVICES, AND APPLICATION INTEGRATION MARKETS. MS. EUSTIS IS A GRADUATE OF BARNARD COLLEGE.

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