



China Service Providers Market Assessment

Photograph by Devin Satterfield

China Service Providers Market Strategies and Forecasts, 2001-2006

OPPORTUNITIES

WinterGreen Research, Inc.
Lexington, Massachusetts

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CHINA SERVICE PROVIDER MARKETS,

Positioning TO PARTICIPATE IN HIGH

GROWTH Internet Business to Business

Exchange SEGMENTS

MARKET STRATEGIES FORECASTS TO

2006

CHECK OUT THESE KEY TOPICS

INTEGRATION DRIVES COMMUNICATIONS INDUSTRY RESTRUCTURING

CSP Market Strategies

CSP Market Positioning

CSP Market Growth Opportunities

End to End Solutions

Rules Engines Positioned As Primary Systems

CSP MARKET FORECASTS

WORLDWIDE MARKET SHARES

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CSP Cross Platform Market Shares***

REPORT METHODOLOGY

THIS IS THE FORTY FIRST 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. MARKET SHARE ANALYSIS INCLUDES CONVERSATIONS WITH MARKETING DIRECTORS, DISTRIBUTORS, LEADING MARKET PARTICIPANTS, 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 OPINION LEADERS IN THE MARKET SEGMENT.

**SERVICE PROVIDERS ARE CENTRAL TO
IMPLEMENTATION OF BUSINESS EXCHANGES IN CHINA
YOU MUST HAVE THIS STUDY**

Companies Profiled

**Asia Satellite
Telecommunications Co.
Ltd.
Bloomberg Television**

**Cable and Wireless
Channelnewasia.com
China Mobile
China NetCom**

China Railway Telecom
China's State Power
Corporation (SPC)
China Telecom
China Unicom
FibrLINK
Golden Bridge Network
(ChinaGBN)
Hutchison Whampoa
IBasis
Jinzhou Port / Jitong
Jitong Corporation
Level 3 Communications

Ministry of Railways / China
Unicom Merger
Optus
Partners Tech System
Limited (TSL)
Photonic Bridges
SingTel
SpeedCast
Telecom Venture Group
Limited

CHINESE TELECOMMUNICATION SERVICES EXECUTIVE SUMMARY

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ABOUT THE COMPANY

WinterGreen Research, founded in 1985, provides strategic market assessments in telecommunications, communications equipment, health care, and advanced computer technology. Industry reports focus on opportunities that will expand existing markets or develop major new markets. The reports assess new product and service positioning strategies, new and evolving technologies, and technological impact on products, services, and markets. Market shares are provided. Leading market participants are profiled, and their marketing strategies, acquisitions, and strategic alliances are discussed. The principals of WinterGreen Research have been involved in analysis and forecasting of international business opportunities in telecommunications and advanced computer technology markets for over 30 years.

ABOUT THE PRINCIPAL AUTHORS

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