

WINTERGREEN RESEARCH, INC.

**Digital Loop Carrier Market Opportunities, Strategies, and
Forecasts, 2006 to 2012**

Digital Loop Carrier



Picture by Susie Eustis

MOUNTAINS OF OPPORTUNITY

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

www.wintergreenresearch.com

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CHECK OUT THESE KEY TOPICS

DIGITAL LOOP CARRIER MARKET SHARES
DIGITAL LOOP CARRIER MARKET FORECASTS
Digital Loop Carrier Market Driving Forces
DLCs Provide Platform For Delivery Of Services

DLC Target Markets
Increasing Competition and Demand
EFFICIENT MEDIUM FOR STREAMING VOICE AND VIDEO
SERVICES CAN BE DELIVERED OVER COPPER OR FIBER
Broadband Transport Systems
Broadband Access Products
Distinct Access Systems
Reduced Complexity
Upgrades to Existing DLCs
Integrated Multimedia Services
Digital Loop Carrier Product Positioning

OPPORTUNITY ABOUNDS

WinterGreen Research, Inc.
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Digital Loop Carrier Market Opportunities, Market Forecasts, and Market Strategies, 2006-2012

Digital loop carriers are used to implement broadband and narrowband at the edge of the network. DSL is a primary broadband technology. Growth drivers for DSL technology relate to the NGN applications evolving: The demand for bandwidth and faster connection speeds in consumer as well as corporate domain is a strong growth driver for the DSL market.

Demand for Internet services, need for improved copper line conditions, need to extend reach of copper lines, and increases in network traffic are major market driving forces. The need for secured point-to-point service has also led to a growth in DSL service. This has helped in eliminating security issues as well latency limitations due to bandwidth being shared.

The Internet is poised to spin off thousands of specialized broadband services. The access network needs digital loop carriers that provide the platform for delivery of these services. These services can be delivered over copper or fiber

Digital loop carriers are close to the edge of the network and intersect the communications backbone network at the neighborhood. They are geared to manage large volumes of different types of voice, Internet, data, video, conferencing, and audio services from the wire network, fiber, coax, or copper.

DLCs permit co-location of a gateway at the central office, and deployment of services to customers from nodes on the network. Just as long distance access charges promise to evaporate, to go away, a new type of competitive, NGDLC local loop access charge is evolving, giving a presence in every neighborhood node.

Digital Loop Carrier market forecast analysis indicates that markets at \$2.9 billion in 2005 are anticipated to reach \$10.7 billion by 2012. The value of the DLC is that it is a hardened box that sits in neighborhood locations and ties different access technologies to a common network. In this respect the purpose of the DLC will change significantly from 2005 to 2012 as the units are used to support broadband services delivery.

Companies Profiled

Market Leaders

Alcatel
Tellabs
Huawei

Market Participants

Lucent
Ciena/Catena
Adtran
UTStarcom
ZTE
MNLC

Marconi
Narad Networks
Calix
Siemens

Digital Loop Carrier Strategies and Forecasts, 2006-2012

REPORT METHODOLOGY

THIS IS THE 270TH REPORT IN A SERIES OF MARKET RESEARCH REPORTS THAT PROVIDE FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, COMPUTER, SOFTWARE, TELEPHONE EQUIPMENT, HEALTH EQUIPMENT, AND ENERGY. 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. WE ESTABLISH ACCURATE MARKET FORECASTS BASED ON ECONOMIC AND MARKET CONDITIONS AS A BASE. USE INPUT/OUTPUT RATIOS, FLOW CHARTS, AND OTHER ECONOMIC METHODS TO QUANTIFY DATA. USE IN-HOUSE ANALYSTS WHO MEET STRINGENT QUALITY STANDARDS. INTERVIEWING KEY INDUSTRY PARTICIPANTS, EXPERTS AND END-USERS. OUR RESEARCH INCLUDES ACCESS TO LARGE PROPRIETARY DATABASES. LITERATURE SEARCH INCLUDES ANALYSIS OF TRADE PUBLICATIONS, GOVERNMENT REPORTS, AND CORPORATE LITERATURE.

YOU MUST HAVE THIS STUDY

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Digital Loop Carrier Market Opportunities, Strategies, and Forecasts, 2006 to 2012

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