

WINTERGREEN RESEARCH, INC.

**E1/T1 Transceivers (LIU/Framer) Market Opportunities,
Strategies, and Forecasts, 2007 to 2013**

E1/T1 Transceivers



Picture by Susie Eustis

MOUNTAINS OF OPPORTUNITY

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

www.wintergreenresearch.com

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260 PAGES

83 TABLES AND FIGURES

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CHECK OUT THESE KEY TOPICS

E1/T1 TRANSCEIVERS MARKET SHARES
T1/E1/J1 Transceiver Market Forecasts
E1/T1 Transceivers Driving Forces

Network Service Needs

Service Provider NGN Systems

Wireless Networks

MULTIMEDIA MARKETS

STRATEGIES TO IMPROVE PERFORMANCE

RATE RECOVERY

E1/T1 TRANSCEIVER CELLS COLLECTED ASYNCHRONOUS
FUNCTIONALITY

TDM INTERFACE

MULTIPLEX MODE

MARKET GROWTH DYNAMICS

CONVERGED VOICE AND DATA NETWORKS

WEB SERVICES

OPPORTUNITY ABOUNDS

WinterGreen Research, Inc.

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E1/T1 Transceiver (LIU/Framer) Market Description, Market Analysis, Product Description, and Company Profiles

Demand for Internet services, the implementation of broadband and InfiniBand are major backplane transceiver market driving forces. The copper based transceivers are extending their technology life by implementing equalization flexibility to meet conditions needed to extend copper based backplane technology because is less expensive.

E1/T1 transceiver (LIU/Framer) technology is evolving to give equipment vendors with network broadband responsibilities more bandwidth. Markets are poised to create the ability for people to get more video and music from the network. Media transport impacts network capabilities that in turn impact the backplanes with demand for faster signal transport.

T1/E1/J1 transceiver markets are growing in response to the implementation of broadband communications. Transceivers come with a cell/packet/TDM interface. Framer/formatters + LIUs, and a UTOPIA (cell), POS-PHY (packet), and TDM backplane interface mean that systems can be implemented as needed to be mapped in a particular configuration.

Each framer has an controller that can be mapped to any DS0 or FDL (T1)/Sa (E1) bit. The transceiver includes full-featured devices per port, and an internal clock adapter useful for creating synchronous, high-frequency backplane timing. The transceivers are controlled through an 8-bit parallel port that can be configured for nonmultiplexed Intel or Motorola operation.

Markets at \$37million in 2006 are anticipated to reach \$479 million by 2013. The proliferation of wireless communications is a significant market driver. With 3.5 million wireless subscribers anticipated in 2008, the number of base stations is proliferating creating demand for more efficient networks. WiMax is another wireless market systems implementation creating need for transceivers that improve operations and create automation infrastructure efficiency.

Companies Profiled

Market Leader

Zarlink
PMC-Sierra
Dallas Semiconductor

Market Participants

Accelerant Networks	Agere Systems
Analog Devices	Aeluros
AMCC	Avago
BiRa	Broadcom
Conexant Systems	Dune Networks
IDT	Fairchild
Hitachi / Maxwell	Infineon
Vitesse	Intel
Lattice Semiconductor	Marvell
Maxim Integrated Technologies	Mindspeed
National Semiconductor	Siemens / Dasan Networks
Teradyne	Triquint
EXAR	

E1/T1 Transceivers Strategies and Forecasts, 2007-2013

REPORT METHODOLOGY

THIS IS THE 306TH 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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E1/T1 Transceivers Market Opportunities, Strategies, and Forecasts, 2007 to 2013

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ABOUT THE COMPANY

WINTERGREEN RESEARCH, HAS A UNIQUE RESEARCH STRATEGY THAT RELATES TO IDENTIFYING MARKET TRENDS THROUGH READING AND INTERVIEWING OPINION LEADERS. BY READING THE ELECTRONIC EQUIVALENT OF 40 FEET OF PAPER, WINTERGREEN RESEARCH SENIOR ANALYSTS CAN LEARN A LOT MORE ABOUT MARKETS, A LOT FASTER THAN CAN BE LEARNED THROUGH EXPENSIVE SURVEYS AND FOCUS GROUPS. THINKING ABOUT MARKET TRENDS IS A HIGH PRIORITY AT WINTERGREEN RESEARCH. AS WITH ALL RESEARCH, THE VALUE PROPOSITION FOR COMPETITIVE ANALYSIS COMES FROM INTELLECTUAL INPUT.

IT IS A LUXURY REALLY, AVAILABLE TO ONLY A VERY FEW PEOPLE, TO BE ABLE TO GATHER INFORMATION, LOTS OF INFORMATION FROM READING MASSIVE AMOUNTS OF CONTENT, AND THEN TRYING TO MAKE SENSE OF THAT CONTENT. THE ABILITY TO THINK ABOUT MARKET TRENDS IS ENHANCED BY DOING IT OVER AND OVER FOR MANY DIFFERENT MARKETS. THAT IS WHAT WINTERGREEN RESEARCH IS ALL ABOUT: READING AND THINKING IS AN ESSENTIAL ASPECT OF COMPETITIVE ANALYSIS. TALKING TO OPINION LEADERS IS THE THIRD ESSENTIAL ASPECT OF PRODUCING GOOD, RELIABLE DATA.

WINTERGREEN RESEARCH, FOUNDED IN 1985, PROVIDES STRATEGIC MARKET ASSESSMENTS IN TELECOMMUNICATIONS, COMMUNICATIONS EQUIPMENT, HEALTH CARE, INTERNET AND ADVANCED COMPUTER TECHNOLOGY. INDUSTRY REPORTS FOCUS ON OPPORTUNITIES THAT 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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