

Top Ten Telecommunication Companies

Provider Market Strategies, Forecasts, 1999-2005

(PICTURE)

CHECK OUT THESE KEY TOPICS

*-TOP TEN TELECOMMUNICATIONS PROVIDER MARKET FORECASTS-
-THE INTERNET AS A MARKET FORCE IN TELECOMMUNICATIONS-
-TELECOMMUNICATION PRODUCTS-
-TELECOMMUNICATION COMPANY STRATEGIES-
-TOP TEN TELECOMMUNICATIONS COMPANY PROFILES-
-TOP TEN TELECOMMUNICATIONS EQUIPMENT PROVIDER REGIONAL
ANALYSIS-*

REPORT METHODOLOGY

THIS IS THE FORTY-FIRST REPORT IN A SERIES OF MARKET FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, AND COMPUTER AND TELEPHONE EQUIPMENT. THE PROJECT LEADERS HAVE SIGNIFICANT EXPERIENCE PREPARING INDUSTRY STUDIES. FORECASTS ARE BASED ON PRIMARY RESEARCH AND PROPRIETARY DATA BASES. IN DEPTH INTERVIEWS ARE CONDUCTED WITH A BROAD RANGE OF KEY PARTICIPANTS AND OPINION LEADERS IN THE MARKET.

MAKE WAY FOR THE TOP TEN TELECOMMUNICATIONS-THE FUTURE IS NOW

YOU MUST HAVE THIS STUDY

TOP TEN TELECOMMUNICATIONS PROVIDER MARKET STRATEGIES, FORECASTS, 1999-2005

-Market Driving Forces	-Summary Market Share Analysis	-Global Telecommunications
-Market Growth Dynamics	-Summary Segment Analysis	Summary Market Forecasts
-Market Makers	-Index of Company Sales	-Regional Analysis
-Demand for Total Solutions	-Segment Analysis	-Top Ten Telecommunications
-Marketing Globally	-Global Telecommunications	Company Market Segment
-Communications Traffic Profile	Summary Segment Forecasts	Analysis

THE INTERNET AS A MARKET FORCE IN TELECOMMUNICATIONS

-Global Economy	-Need for Internet Enabled	-Internet
-Liberalization of Carrier Markets	Equipment	-Internet Users
-Competitive Forces	-Service Provider Deregulation	-Online Services
-Business Forces Driving Change	Issues	-Server Markets
-Circuit Networks vs. Packet Networks	-Internet Protocol (IP) Mission	-Internet Hosts
-Convergence of Voice and Data	Critical Functionality	
	-E-Services	

TELECOMMUNICATIONS PRODUCTS

-Prioritizing Policy Networking	-Fujitsu	-NEC
-Alcatel	-Lucent	-Nokia
-Bosch	-Lucent Internetworking	-Nortel
-Cisco Products	Products	-Siemens
-Ericsson	-Motorola	

TELECOMMUNICATION COMPANY STRATEGIES

-Market Strategies	-Nortel/Bay Networks	-Alcatel Strategic Positioning
-Company Comparisons	-Ericsson Strategic Progress	-NEC
-Lucent	-Siemens/Newbridge	-Cisco LAN, WAN, and Legacy
-Motorola	Networks	-Bosch

TOP TEN TELECOMMUNICATIONS COMPANY PROFILES

-Alcatel	-Fujitsu	-Nokia
-Bosch	-Lucent	-Nortel
-Cisco Systems	-Motorola	-Siemens
-Ericsson	-NEC	

TOP TEN TELECOMMUNICATIONS EQUIPMENT PROVIDER REGIONAL ANALYSIS

-Regional Impact on Systems Architecture	-Regional Competitive Positioning	-Ascend
-Regional Differences	-Alcatel	-Motorola
-Summary Top Ten Regional Market Participation	-Cisco	-NEC
-Currency Fluctuations	-Ericsson	-Nokia
	-Fujitsu	-Nortel
	-Lucent	-Siemens

MANY OF THESE KEY TOPICS HAVE PHENOMENAL SUBCATEGORIES

KEY TABLES AND FIGURES

-Telecommunications Market Driving Forces/Market Shifts	-Indexed Sales of Selected Leading Telecommunications Equipment Suppliers
-Growth Effects: Telecommunications Equipment Markets	-Top Ten Telecommunications Equipment Provider Shipments, Segment, Dollars/Percents 1998 and 1999
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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

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 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 is the author of recent studies of the Regional Bell Operating Companies' marketing strategies, Internet equipment, and of a study of Internet and Intranet markets. Ms. Eustis is a graduate of Barnard College.

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