

WINTERGREEN RESEARCH, INC.

# Tunable Lasers Market Strategies and Forecasts 2002-2007



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REPORT # B78160840301    225+ PAGES    75+ TABLES AND FIGURES    2002    \$2,800

TUNABLE LASERS

MARKET STRATEGIES AND FORECASTS 2002-2007

Tunable laser markets are driven by the marketplace needs of telecom providers. Using tunable lasers to cover several channels can reduce the high level of inventory needed to account for burned out lasers.

Service providers continue to face the challenge of trying to deploy high-bandwidth networks at increasingly competitive costs. For this reason, tunable lasers will not be adopted unless they are price competitive with fixed length lasers. Some kind of parity needs to be achieved for the market to grow.

Tunable lasers are sold to telecom systems vendors whose solutions enable telecom carriers to reduce network-operating costs associated with optical DWDM deployments and provide a critical catalyst in enabling the growth of all-optical networks.

Collectively, the features of reliability, cost, and broad tunability enable market development. ECLs promise to provide a cost-competitive, broadly tunable source laser that exceeds industry requirements.

Industry adoption of broadly tunable source lasers depends on the evolution of tunable lasers that work. If these systems work as promised, they will drive an increase in the market share that broadly tunable lasers claim from fixed and narrowly tunable source lasers.

Tunable laser vendors are positioning to capitalize on a dramatic market shift where service providers worldwide are realizing the capital savings and operational benefits associated with moving away from closed, legacy, TDM-based solutions to open, next-generation intelligent optical networking.

The worldwide market for tunable lasers at \$26.9 million in 2000 is expected to reach \$2.4 billion in 2007.

## **Companies Profiled**

**ADC Telecommunications**  
**Agere Systems**  
**Agility Communications**  
**AirFiber**  
**Alcatel**  
**Bandwidth9**  
**Blue Sky Research**  
**DBM Optics**  
**fiberSpace**  
**Fujitsu Network Communications**  
**Iolon**  
**Intel**  
**New Focus**  
**Nortel Networks**  
**Princeton Optronics**  
**SpectraSensors**  
**TeraConnect**  
**Teraxion**  
**Tunable Photonics**

### **REPORT METHODOLOGY**

THIS IS THE ONE-HUNDRED AND SIXTH 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 KEY CUSTOMERS OF PRODUCTS, INDUSTRY SEGMENT LEADERS, 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.

**YOU MUST HAVE THIS STUDY**

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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, A STUDY OF INTERNET EQUIPMENT, WORLDWIDE TELECOMMUNICATIONS EQUIPMENT, TOP TEN TELECOMMUNICATIONS, DIGITAL LOOP CARRIER, WEB HOSTING, AND APPLICATION INTEGRATION MARKETS. MS. EUSTIS IS A GRADUATE OF BARNARD COLLEGE.

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