

**Alcatel Telecommunications Companies  
Market Strategies, Market Opportunities  
and  
Market Forecasts, 2002 to 2007**

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**Alcatel Telecommunications Market Assessment**

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*Picture by Susie Eustis*

**MOUNTAINS OF OPPORTUNITY**

WinterGreen Research, Inc.  
Lexington, Massachusetts

[www.wintergreenresearch.com](http://www.wintergreenresearch.com)

Alcatel Telecommunications Markets,

Telecommunications Market Trends,

Change As a Significant Aspect of Strategic

Direction for Telecommunications,

Future Drivers of the Telecommunication

Industry,

Top Ten Telecommunications Summary Market

Share Analysis

MARKET STRATEGIES FORECASTS TO

2007

Alcatel Telecommunication Markets,  
Strength of Telecommunication Industry Lies in  
its Billing System

MARKET STRATEGIES FORECASTS TO  
2007

**CHECK OUT THESE KEY TOPICS**

*WIRELESS NETWORKS*  
*TELECOMMUNICATIONS COMPANY CONTRACTS*  
**Top Ten Telecommunication Market Strategies**  
**Top Ten Telecommunication Market Positioning**  
Alcatel Telecommunication Market Growth Opportunities

Web Services  
Multimedia Markets  
*CONVERGED VOICE AND DATA NETWORKS*  
*WIRELESS NETWORKS*  
*IP TELEPHONY SOLUTIONS*  
*INTERNET TRAFFIC*

## **CHECK OUT THESE KEY TOPICS**

### ***OPPORTUNITY ABOUNDS***

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### **Alcatel Telecommunications Market Opportunities, Strategies, and Forecasts, 2002 to 2007**

Telecommunications markets promise to rebound with incumbent service providers holding on to market share. Revenue from voice services drives markets. Competitive access providers will not achieve significant market penetration. Long distance revenues are being changed dramatically.

Change is the single most significant aspect of strategic direction for telecommunications markets. In considering strategic choices, companies need to respond to change in markets. Telecommunications markets are in the midst of deep and profound change.

Technology pursued for its own sake and buried in labs is not useful in the market. The future drivers of the telecommunications industry include products that support network integration, support a services led business model, support the Internet, and support network based computing that integrates voice, video, and data.

Telecommunications equipment shipment forecasts indicate that equipment markets at \$204.8 billion in 2001 are expected to reach \$344.1 billion by 2007.

## **Companies Profiled**

### **Market Leaders**

**Alcatel**

**Avaya**

**Cisco Systems**

**Ericsson**

**Fujitsu**

**Lucent Technologies**

**Motorola**

NEC  
Nokia  
Nortel  
Siemens

## Alcatel Telecommunications Market Strategies and Forecasts, 2002-2007

### REPORT METHODOLOGY

THIS IS THE HUNDRED AND THIRTY-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. 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.

**YOU MUST HAVE THIS STUDY**

**Alcatel Telecommunications Market Opportunities,  
Strategies, and Forecasts,  
2002 to 2007**

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**ABOUT THE PRINCIPAL AUTHORS**

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