OPTICAL COMPONENTS

FORECASTS AND STRATEGIES TO 2007

See What Awaits You

WinterGreen Research, Inc.
Lexington, Massachusetts

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Optical Components

Markets Position To Participate In High Growth

Market Strategies and Market Forecasts To 2007

Communications equipment suppliers rely upon fiber optic component manufacturers to quickly design, manufacture and supply advanced optical components. Communications optical component suppliers strive to reduce the overall cost, size, amount and manufacturing complexity of equipment used to build optical networks.

The number of components that they must utilize to improve system performance has substantially increased due to the growing complexity of optical network systems. Component manufacturers need to integrate more optical components into single compact modules.

These integrated modules may often provide higher performance and functionality than individual products that are linked together; however, integration often adds more design complexity giving the market leaders with advanced technology support strategic advantage in the market.

Rapid technological advances coupled with high demand for the most advanced optical components and integrated optical modules has reduced product lifecycles and shortened the time for deployment within networks. Optical component manufacturers are increasingly required to achieve a significant ramp-up in manufacturing capacity and reduce time-to-market for new component design in order to meet the demand of equipment suppliers. At the same time, manufacturers confront the reality that markets have evaporated for the time being due to a severe contraction of the telecommunications equipment markets.

Market driving forces relate to the need for broadband, the use of the Internet to implement supply chain economies of scale, the ability to put together a network at less cost, and the increased capacity for communication systems provided by optical components.

Internet protocol architecture is significantly more efficient than circuit switched architecture. Circuit switches provide an end-to-end connection for voice traffic. This type of network architecture is very inefficient, tying up a line during the silences and pauses of a voice conversation.

Packet switching based on IP architecture utilizes fixed length packets that can be crammed into the same line. Because communication is packetized at the near end of the connection and the communication is depacketedized at the far end of the conversation packet transmission can be very dense. Data transmission in packets supports many different communications on the same path simultaneously.

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Companies Profiled

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EXFO Electro-Optical Engineering / Avantas
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Oplink Communications
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Princeton Optronics
SpectraSensors
Sumitomo Electric Industries
TeraConnect
TeraXion
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REPORT METHODOLOGY

This is the one hundred and second 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 databases. 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 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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