As Service Providers strive to transform their networks, the trend away from legacy systems and towards open, software-based, virtual architectures is gaining pace. Such a massive change will take a generation. As providers shift investment, and rebalance CapEx and OpEx to gain agility, understanding levels of technology spend becomes ever more essential for leading vendors and market watchers.”

Evan Kirchheimer
VP, Research
**HOW OMDIA HELPS YOU**

- Understand the market potential for telecom services, software and equipment.
- Proprietary outlook across service provider (telco, cable operators, satellite) revenues and capex by equipment categories and wireless and wireline, both globally and across major world regions.

**KEY QUESTIONS ADDRESSED**

- Where are service providers investing for future growth?
- What are service provider strategies for deploying new technologies and services?
- What are the major industry and wide economic trends impacting the telecoms industry?
- How does service providers’ financial position impact their growth potential and vendor opportunities?
- Identify and target key accounts?
- Understand vendor and service provider deals.

---

**CAPEX BY EQUIPMENT CATEGORY, ALL PROVIDER TYPES (2014-2019)**

- CY14
- CY15
- CY16
- CY17
- CY18
- CY19

Source: IHS Markit © 2019 IHS Markit
Service Provider Network Economics: Our Expert Analysts

Evan Kirchheimer  
VP, Research  
Service Provider & Communications

Kris Szaniawski  
Research Director,  
Service Provider Access, Software, Transformation

James Crawshaw  
Practice Leader  
Service Provider Transformation
Service Provider Network Economics: Deliverables

MARKET DATA
—Various: Biannual—
- Service Provider Capex and Revenue Market Tracker
- Mobile & Telecom Network Equipment Market Share
- Telecoms Vendor Contracts, Data Center Tracker

ANALYST INSIGHTS
—Ongoing—
Analyst commentary and research notes on market shifts, technology and regional developments, vendors, events, and more.

REPORTS
—Various—
- Including Network and Tower Sharing

ANALYST ACCESS
—Ongoing—
For prompt responses to urgent and unique questions.
Service Provider Network Economics: Market Data

**Service Provider Capex and Revenue Market Tracker**

Forecasts, analysis, and trends of service provider capex and revenue by service provider type (telco, cable, satellite), including capex by equipment categories and wireless and wireline.

**Details**
- **Frequency:** Biannual
- **Measures**
  - Market share
  - Revenues
- **Regions**
  - Worldwide
  - North America
  - Europe, the Middle East & Africa
  - Asia-Oceania
  - Latin America and the Caribbean

**Coverage**
- **Service provider type**
- **Network infrastructure equipment categories:**
  - Combined forecasts from across Service Provider Networks research

**Wireless and Wireline Vendor Market Share Summary**

Combines data from across mobile and telecom databases for a total view of the equipment and software market and vendor shares.

**Details**
- **Frequency:** Quarterly
- **Measures**
  - Market share
  - Revenues
- **Regions**
  - Worldwide
  - North America
  - EMEA
  - Asia-Oceania
  - Latin America and the Caribbean

**Coverage**
- **Service providers** (wireline, wireless)
- **Mobile and telecom network equipment and software**
  - Aggregated wireless and wireline market shares by vendor across Service Provider Networks Research
### Telecoms Vendor Contracts

The Telecoms Vendor Contract Database shows publicly announced carrier–vendor contracts around the world. The database is searchable by region, quarter, year, operator, vendor, and equipment segment.

#### DETAILS

**Frequency:** Monthly

**Contracts by:**
- Date
- Region
- Vendor and Type
- Customer and Type
- Segment
- Subsegment

<table>
<thead>
<tr>
<th>Segment</th>
<th>Subsegment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed access</td>
<td>DSL, FTTx, CMTS, Gigast, Ethernet, Powerline, Distributed Access Architecture (DAA), Fixed wireless access (FWA)</td>
</tr>
<tr>
<td>IP infrastructure</td>
<td>Switching &amp; routing, IMS, Mobile IP core</td>
</tr>
<tr>
<td>Transport</td>
<td>Terrestrial ON, Submarine ON, Wireless transport</td>
</tr>
<tr>
<td>Cloud</td>
<td>Data center infrastructure, Cloud software</td>
</tr>
<tr>
<td>Mobile payments</td>
<td>n/a, n/a</td>
</tr>
<tr>
<td>Software</td>
<td>OSS, OSS, SDP, Security, SDN/NFV</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Segment</th>
<th>Subsegment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Services</td>
<td>Network rollout, Managed network services, Network consulting, Managed IT services, IT consulting</td>
</tr>
<tr>
<td>Voice</td>
<td>VoIP, Voice over cable, Voice switching</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Customer Type</th>
<th>Customer Type Examples</th>
</tr>
</thead>
<tbody>
<tr>
<td>CNP</td>
<td>Wholesaler</td>
</tr>
<tr>
<td>Commercial</td>
<td>Resorts/hotels, sports teams</td>
</tr>
<tr>
<td>CSP</td>
<td>Telcos, cable operators, MSOs</td>
</tr>
<tr>
<td>Energy</td>
<td>Oil &amp; gas, wind, solar</td>
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<tr>
<td>Financial</td>
<td>Banks, investment firms</td>
</tr>
<tr>
<td>Government</td>
<td>Defense, state/local government, national agencies</td>
</tr>
<tr>
<td>Healthcare</td>
<td>Hospitals, pharmacies</td>
</tr>
<tr>
<td>ICP</td>
<td>Facebook, social media apps</td>
</tr>
<tr>
<td>Media</td>
<td>Content providers, streaming platforms</td>
</tr>
<tr>
<td>R&amp;E</td>
<td>Universities, primary education</td>
</tr>
<tr>
<td>Transport</td>
<td>Ports, airports, rail</td>
</tr>
</tbody>
</table>
Service Provider Network Economics: Reports & Data

Reports and Data

Additional reports and data coverage planned including (subject to change):

- Network Traffic
- Network and Tower
- Data Center Tracker
- Other topical analysis and research notes
About Omdia’s Service Provider Networks Coverage

Omdia’s Service Provider Networks research services provide expert analysis and data across the complete landscape of telecoms networks, including infrastructure, software and operations. The Networks team supports the broadest coverage in the industry, from mobile access, fixed access and mobile core, to transport, microwave, routing/switching, optical networks and components. Offering specialist coverage on service providers’ own transformation, including telecoms operations and IT, carrier network software, and service provider AI, Omdia’s Networks research provides the unique ability to both deep dive into specific technologies as well as gain higher-level strategic analysis and insight.

Omdia’s Network research complements our Service Provider Consumer and Enterprise research services, enabling us to advise key vendors on their customers’ customers, and guide service providers themselves on the evolving technology supplier and partner landscape. Omdia helps both vendors and service providers assess which applications and products will drive future growth, forecast the adoption and impact of new technologies, benchmark key competitors, target customers, and select suppliers, providing a holistic view of service provider investments across the industry.

Through our coverage of mobile and broadband access and core networks, transport networks, optical networks and components, and service provider transformation, our global team of expert analysts offers unparalleled data and insight as the transformation of service provider networks gathers pace.
Our “Ask an Analyst” Service Provides Best in Class Customer Support

Whether you need guidance to navigate the service, information regarding our methodologies or you want to better understand a data trend, Omdia’s support team is here to help.

**Draw on our expertise**

- Make the right decisions
- Sanity-check your own findings
- Get the most out of your subscription
- Understand more about our methodologies

Our Ask an Analyst service gives you direct contact via telephone, email or face-to-face session with our expert analyst team:

- **Tom Coate**
  - Customer Success Manager
- **Kären Dyer**
  - Customer Success Manager

96% of our customers rate our service as Excellent or Very Good
Omdia is a global technology research powerhouse, established following the merger of the research division of Informa Tech (Ovum, Heavy Reading, and Tractica) and the acquired Omdia technology research portfolio*. We combine the expertise of more than 400 analysts across the entire technology spectrum, covering 150 markets. We publish over 3,000 research reports annually, reaching more than 14,000 subscribers, and cover thousands of technology, media, and telecommunications companies.

Our exhaustive intelligence and deep technology expertise enable us to uncover actionable insights that help our customers connect the dots in today’s constantly evolving technology environment and empower them to improve their businesses—today and tomorrow.

* The majority of Omdia technology research products and solutions were acquired by Informa in August 2019 and are now part of Omdia.