

Telecoms Vendor Contracts Spotlight Service

A Spotlight Service Complementing the Service Provider Networks Service Area Package

Comprehensive source for telecoms equipment deals with coverage of 55 solution and service segments, with more than 20 years' historical data covering over 27,000 deals.

“ Sales and marketing resources are expensive and limited. Building and converting a healthy pipeline of telecoms opportunities is vital for business growth, yet time consuming and resource intensive. Improving your organization's sales and marketing effectiveness can show a dramatic improvement in top-line revenue. ”

Jamie Lenderman
Principal Analyst

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*A Service Complementing the Service Provider
Networks Service Area Package*

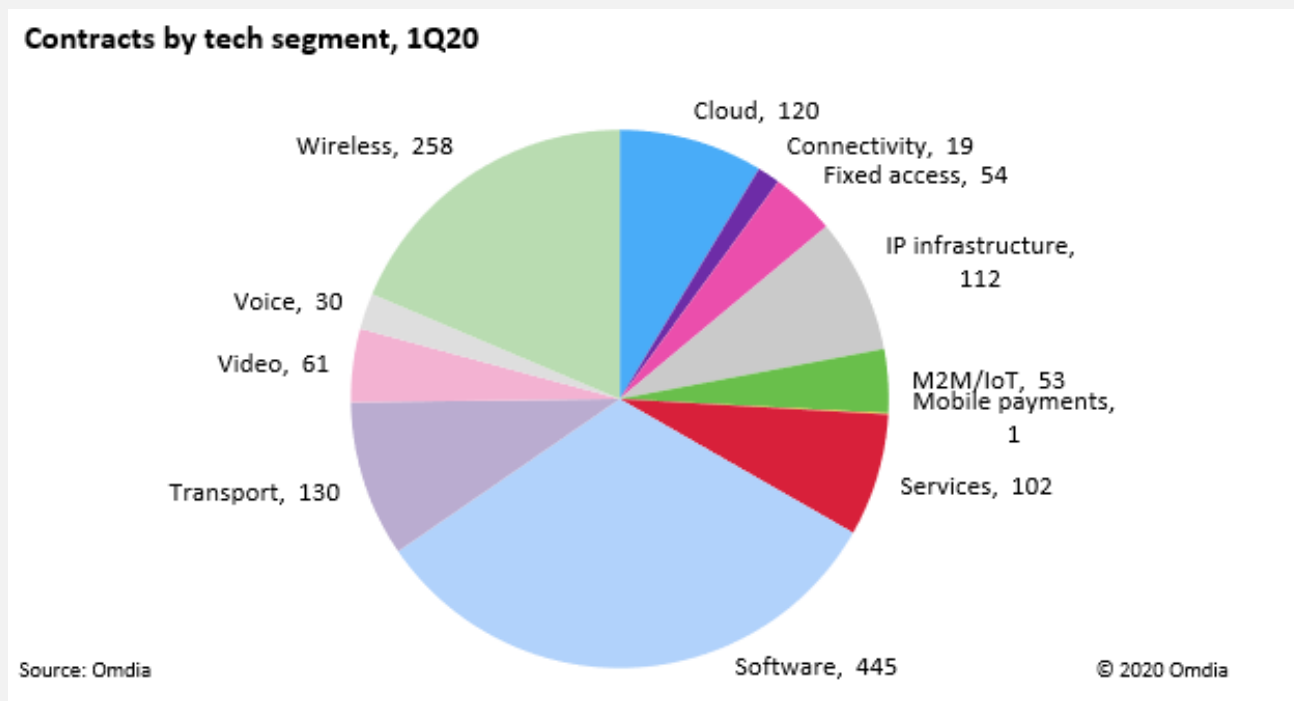
HOW OMDIA HELPS YOU

- Identify and target accounts with contracts due for renewal over the next 12 months

KEY QUESTIONS ADDRESSED

- How to form pre-emptive counter bids against incumbent suppliers
- How to expand your pipeline to compete in more deals at the optimal time
- How to plan your acquisition strategy – assess market potential by customer segment, deal size, region, service area or solution
- How to target key customer segments and technologies

Telecoms
contracts by
tech segment



Telecoms Vendor Contracts: Our Expert Analysts



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Principal Analyst
Broadband Access



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IT Tools and Insight

Telecoms Vendor Contracts: Market Data

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:

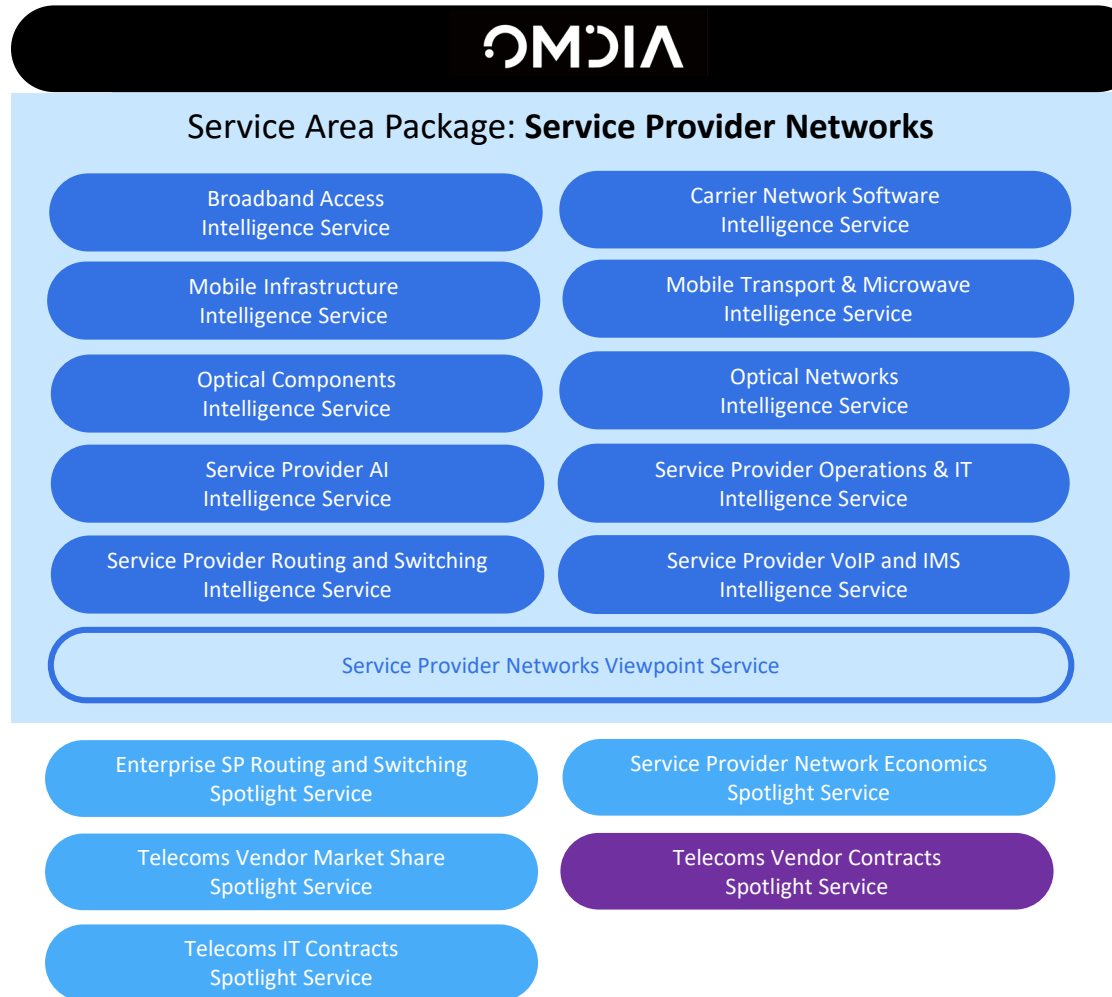
- Date
- Region
- Vendor and Type
- Customer and Type
- Segment
- Subsegment

Segment	Subsegment
Fixed access	DSL
	FTTx
	CMTS
	Gfast
	Ethernet
	Powerline
	Distributed Access Architecture (DAA)
IP infrastructure	Switching & routing
	IMS
	Mobile IP core
Transport	Terrestrial ON
	Submarine ON
	Wireless transport
Cloud	Data center infrastructure
	Cloud software
Mobile payments	n/a
	n/a
Software	BSS
	OSS
	SDP
	Security
	SDN/NFV

Segment	Subsegment
Services	Network rollout
	Managed network services
	Network consulting
	Managed IT services
	IT consulting
Wireless	CDMA
	CDMA/W-CDMA
	GSM/GPRS/EDGE
	3G/W-CDMA
	3G/CDMA2000
	2G/3G/4G
	Wi-Fi
	4G/LTE
	5G
	WiMAX
Satellite	
Voice	VoIP
	Voice over cable
	Voice switching
Video	IPTV
	Mobile TV
	VOD
	CDN

Customer Type	Customer Type Examples
CNP	Wholesaler
Commercial	Resorts/hotels, sports teams
CSP	Telcos, cable operators, MSOs
Energy	Oil & gas, wind, solar
Financial	Banks, investment firms
Government	Defense, state/local government, national agencies
Healthcare	Hospitals, pharmacies
ICP	Facebook, social media apps
Media	Content providers, streaming platforms
R&E	Universities, primary education
Transport	Ports, airports, rail

Related Content: Service Provider Networks Service Area Coverage



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.

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ABOUT OMDIA

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.