

Following is a synopsis of analyst research from the past month that may be of interest to those in the Service Provider Mobility Community.

- **Yankee Group, Femtocell Market Directions.** Until femtocell vendors and service providers figure out how to create winning business models, scale the technology and establish zero-touch lifecycle management, femtocell growth will remain grounded. Yankee Group believes these barriers will stall mass-market femtocell adoption until 2012.
- **Ovum, Huawei gets into Clearwire account.** Previously Huawei's deals in this market were relatively small; for 2008, North America only represented 2% of Huawei's global wireless infrastructure contract sales. The Clearwire agreement is, consequently, a key milestone for the vendor. Not only will it help develop its market share in the US, but it will also strengthen Huawei's marketing message for WiMAX opportunities worldwide.
- **Ovum, SP Packet Transport Forecast.** Service provider spending on packet transport/switching and routing equipment is experiencing a short-term lull in response to economic uncertainty, despite continued traffic growth. [Ovum expects] the market to be down 14% this year compared to 2008. Long-term prospects remain promising; [Ovum anticipates] "catch-up" spending once economic growth returns. [Ovum expects] this market to grow to nearly \$23 billion by 2014, at a CAGR of 9.3%, with edge product sales increasing the most.
- **Current Analysis, Perspective on AT&T Domain Supplier announcement.** Beyond the rhetoric, the long-rumored move essentially consists of a few basic principles. First, AT&T defined a number of network "domains" – components of its network delimited by a specific set of technologies . . . AT&T will select two vendors per domain, pre-qualifying them within the domain for a multi-year period. Finally, these vendors will be expected to deliver end-to-end solutions within the domain including the integration, testing and support of their own products, partnered products and products already within the AT&T network . . . AT&T claims that the program will help it better focus on new technology and future network demands while keeping costs in check, fostering supplier diversity and driving its purchasing towards system capabilities vs. product functionalities. And, despite the potentially onerous demands placed on its vendors . . . AT&T claims benefits to its new domain suppliers in terms of project timeline and roadmap collaboration as well as expedited revenue realization.
- **Ovum, the latest update to Ovum's vendor contract database.** This shows carrier-vendor contracts around the world. The database is searchable by region, quarter, operator, vendor, and equipment segment. It contains more than 6,000 contracts.
- **Ovum, the updated service provider capex spreadsheet covering 2Q09.** Fixed service provider revenues fell 10.0% globally versus 2Q08, while mobile revenues fell only 4.5%. Mobile capex, on the other hand, declined 23.3%, while fixed was lower by 15.7%. Capex in China outpaced all other regions by a wide margin.
- **Ovum, a first-half 2009 review of financial results for 125 telco service providers in four regions.** Results show that the quick pullback in capex that began in late 2008 is paying off, but global SP revenues are still declining year over year.
- **Yankee Group, Mobile Internet.** Service providers must capitalize on the mobile Internet or perish. This goes beyond the 4G rhetoric that myopically focuses on network speeds and feeds. To establish profitable mobile Internet strategies, service providers must capitalize on their strengths in service distribution and personalization, anticipate and leverage the proliferation of smartphone and embedded computing devices, and implement solutions to address the fundamental challenges in economically delivering profitable services.
- **Yankee Group, WiMAX market report.** WiMAX faces challenges – and opportunities.