India Communications

AN IDC CONTINUOUS INTELLIGENCE SERVICE

The communications industry in India has been undergoing rapid changes in recent times. Changes in government policy, increasing pace of investments and shifts in end-user adoption trends are fuelling the growth in this industry within the country. The *India Communications* intelligence service will provide a comprehensive perspective of the converging areas of telecommunications, datacommunications and IP communications, based on in-depth discussions with the equipment vendors, service providers, end-users and regulatory bodies.

Markets Covered

This service covers the following segments of the India communications market:

- Broadband Internet services
- IP services including VPN, unified messaging and IP telephony
- LAN/WAN hardware market
- Telecom network services and infrastructure including basic services, cellular services, WLAN, WLL and optical networks

Subjects Analyzed

Throughout the year, this service will address the following topics:

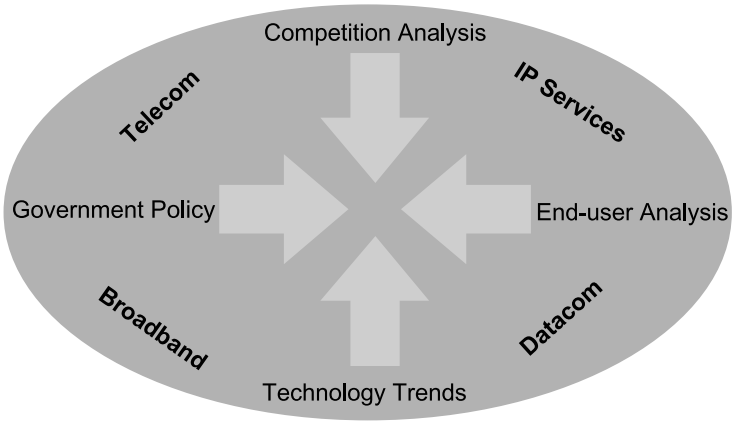
- Competitive analyses, profiles and strategies of telcos and service providers
- Market size and forecast of telecom network services, value-added IP services, and broadband services
- Impact of government policy deregulation on the communications industry
- Impact of emerging services on incumbent carriers/telcos
- Vendor strategies

Key Questions Answered

Our research addresses the following issues that are critical to your success:

1. What is the outlook for the broadband market in terms of the end-user adoption behavior, vendor focus, market size and forecast?
2. What are the trends amongst Indian enterprises and carriers regarding their plans for deploying new network technologies?
3. What percentage of telecommunications spending will be displaced from circuit switch to IP network?
4. What is the size of the Indian LAN and WAN hardware market and what is the future direction that this market would take?

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Source: IDC 2002

Competitive Analysis

IDC's *India Communications* intelligence service will provide profiles of the vendors and service providers including their organizational structure, financial strengths, sales and marketing strategies, channel programs and SWOT analysis. Examples of companies tracked include:

3Com, BATATA, Bharti, BSNL, Cisco, Data Access, Dishnet, DLink, Enterasys, Ericssion, HCL Infinet, HFCL, Hughes, Hutchison, MTNL, Nortel, Reliance, Satyam, Siemens, Tata, Vocaltec, and VSNL.

Research Agenda

Throughout the year, this service will offer insight into the latest trends impacting the market. Potential studies include:

Broadband Services and Applications in India
Ever since their launch, broadband services in India have seen slow take-up rates. Will the trends, accelerators, inhibitors persist or change in 2003? In this study, IDC assesses the revenue opportunities in terms of access as well as equipment in India and forecasts the same over a 5-year period.

VPN Services and Equipment Market in India
There has been a lot of interest generated in the deployment of VPNs in India and the WAN market is witnessing a distinctive shift towards VPNs. In this study, IDC sizes the opportunity for both the service providers as well as the equipment vendors. The strategies of existing service providers are also mapped.

Network Maturity of Enterprises and Carriers in India
This study analyzes the trends amongst the Indian enterprises and carriers regarding their plans to deploy new network technologies. It is based on interactions with a sample of top 1,000 enterprises and selected service providers.

India Telecom Regulatory Framework

WLL Scenario in India

Future of IP Telephony in India

Wireless LAN Market in India

Optical Network Market in India

Datacom Market in India

Outlook for Telecom Services in India

Broadband Equipment Market in India

Outlook for Unified Messaging in India

A Complete Intelligence Solution

IDC offers a complete market intelligence solution customized to meet your business requirements. The array of products and services available to you includes:

- The opportunity to have your specific questions answered through personal interaction with industry experts who cover the topics and markets in your service
- Around-the-clock access to our market intelligence on idc.com, IDC's personalized Web experience
- A view of the market's future with 12 months of continuous intelligence about its direction and the reasons behind it, along with actionable advice for taking advantage of existing and emerging opportunities
- Special client discount pricing on purchases of research from other services
- Two complimentary admissions to IDC India's annual Directions conference, where you'll hear our latest forecasts and network with IDC analysts and other industry professionals
- Complimentary invitations to monthly executive telebriefings, interactive forums designed to provide you with insights about research and strategies directly from IDC analysts

To find out how our flexible packaging options can meet your specific business needs, please contact your IDC account manager.

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IDC Analyze the Future

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