Worldwide Telecommunications Markets

AN IDC CONTINUOUS INTELLIGENCE SERVICE

IDC's *Worldwide Telecommunications Markets* service analyzes the enterprise market for global connectivity and network solutions. Multinational corporations (MNC) desire a single global network with consistent availability, enhanced monitoring and reporting, controlled costs, and the ability to migrate to future convergence capabilities. This service analyzes opportunities in the MNC market across product categories, market segments, and geographic regions, and offers strategic profiles of leading global carriers. This research encompasses voice and data services in wireline and wireless networks.

Markets Covered

This service covers the following segments of the telecommunications market:

- Global voice communications
- Global data networking services
- IP services
- Managed network services
- Regional telecom markets
- Global wireless communications

Subjects Analyzed

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

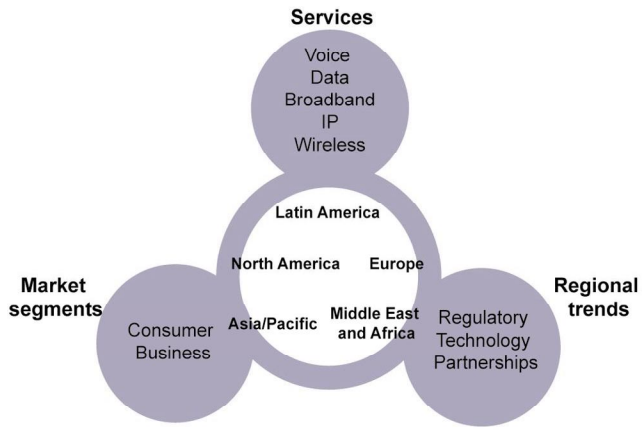
- Global carrier service strategies
- Quality of services and SLAs
- Data networking services (IP MPLS, Ethernet, frame relay, and ATM)
- Cross-border remote access services
- Customer enablement and business portals
- Telecom requirements of MNCs
- Global alliances and partnerships
- MNC case studies

Key Questions Answered

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

1. What are the cross-border requirements of global MNCs?
2. How are global carriers meeting MNC requirements (e.g., global account management and structure, global customer care and support)?
3. What are the fastest growing cross-border MNC services?
4. How do MNC telecom spending patterns and priorities vary by region?
5. What are the strategies and strengths of leading global service providers?

Worldwide Telecommunications Market



Source: IDC

Companies Analyzed

IDC's *Worldwide Telecommunications Markets* service examines how service providers are positioning themselves to compete in the worldwide telecommunications market. This service reviews the strategies, market positioning, and future direction of several providers in the worldwide telecommunications market, including:

Accenture, AT&T, Bell Canada, BT, Deutsche Telecom, FT Orange Business, Global Crossing, HP, IBM, iPass, Masergy, NTT, PCCW, Qwest, Singapore Telecom, Sprint-Nextel, Telecom Italia, Telefonica, Telmex, Telstra, T-Systems, Vanco, Verizon, and Virtela.

Core Research

This service focuses on the following core research. In addition to the insight provided in this service, IDC may conduct additional research on specific topics, or emerging market segments, via research offerings that require additional IDC funding and client investment.

Global Carrier Competitive Analyses
These documents outline the strategic positioning of global carriers as they compete for market share in the worldwide telecom market.

Worldwide Telecom Services Forecast and Analysis
This document provides worldwide telecom revenue and trends by region and market category for both the fixed and wireless sectors.

Global Remote Access
This document provides an overview of and analyzes key trends in secure access options for MNCs, including broadband and wireless.

MNC Case Studies
- Global IP VPN Implementation
- Global VoIP Implementation

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
- Complimentary admission to IDC'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 sales executive.

IDC's Investment Philosophy

As a privately held company, IDC believes that our customers are our primary constituency. A large percentage of every revenue dollar is reinvested back into our products, including more analysts, more geographic coverage, and extensive primary research.

Our steady growth over the past 10-plus years reflects our commitment to investing in our customers.

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IDC Analyze the Future

IDC is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology markets. IDC helps IT professionals, business executives, and the investment community make fact-based decisions on technology purchases and business strategy. More than 1,000 IDC analysts provide global, regional, and local expertise on technology and industry opportunities and trends in over 110 countries worldwide. For more than 43 years, IDC has provided strategic insights to help our clients achieve their key business objectives. IDC is a subsidiary of IDG, the world's leading technology media, research, and events company. You can learn more about IDC by visiting www.idc.com.

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