European Telecom Services Database

AN IDC DATABASE PRODUCT

IDC's *European Telecom Services Database* presents in-depth market data and forecasts for the network services market in each of 16 European countries. This provides a comprehensive view of spending on different types of network services as well as details of installed base and traffic generated. Market data is segmented by type of network service product and type of user. The data is presented on a quarterly basis in the form of comprehensive Excel-based tables complemented by a query tool. The database is designed to provide network service providers and solutions providers with an easy-to-use reference tool that enables them to assess the fastest growing sectors of the market from the perspective of European countries, product segments, types of user, and more.

Markets Covered

This service covers the following markets and segments:

- European telecommunications network services
- Market forecasts to 2013
- 16 countries as well as region total
- 11 network service areas
- Consumer, small, medium, and large business users
- End-user spending, traffic, and service penetration

Subjects Analyzed

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

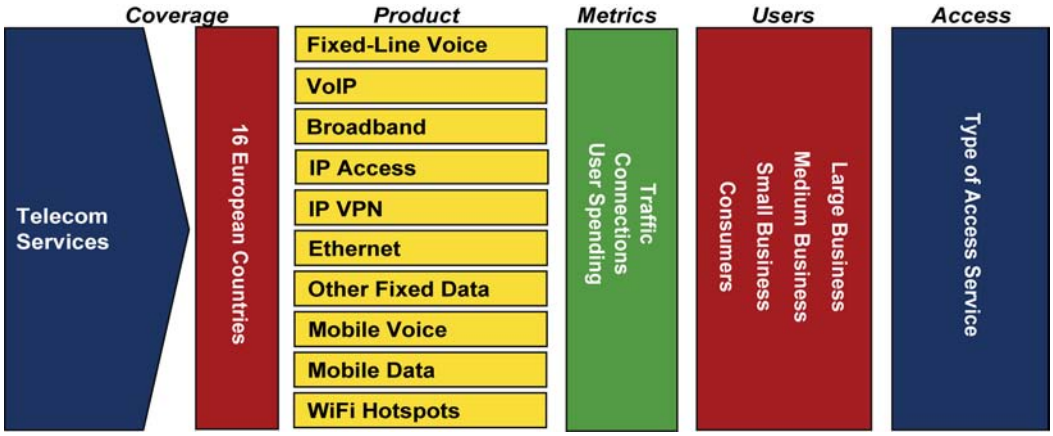
- Fixed-voice services
- VoIP services
- Broadband services
- IP access services
- IP VPN services
- Ethernet services
- Other fixed-data services
- WiFi hotspots
- Mobile voice services
- Mobile data services

Key Questions Answered

This service addresses the following issues that are critical to your success:

1. How will user spend on telecoms network services grow over the next five years?
2. Which countries in Europe will provide network service providers with the best opportunities over the next five years?
3. Which product segments will provide network service providers with the fastest growth rates?
4. How many minutes of voice network traffic will flow over fixed, mobile, and IP networks?
5. Which countries show the best return on network services from the perspective of ARPU?

European Telecom Services Database — Scope of Research



Source: IDC

Competitive Analysis

IDC's *European Telecom Services Database* provides market sizing and forecasts for the telecommunications network services markets in Europe on a quarterly basis. It does not contain market share information.

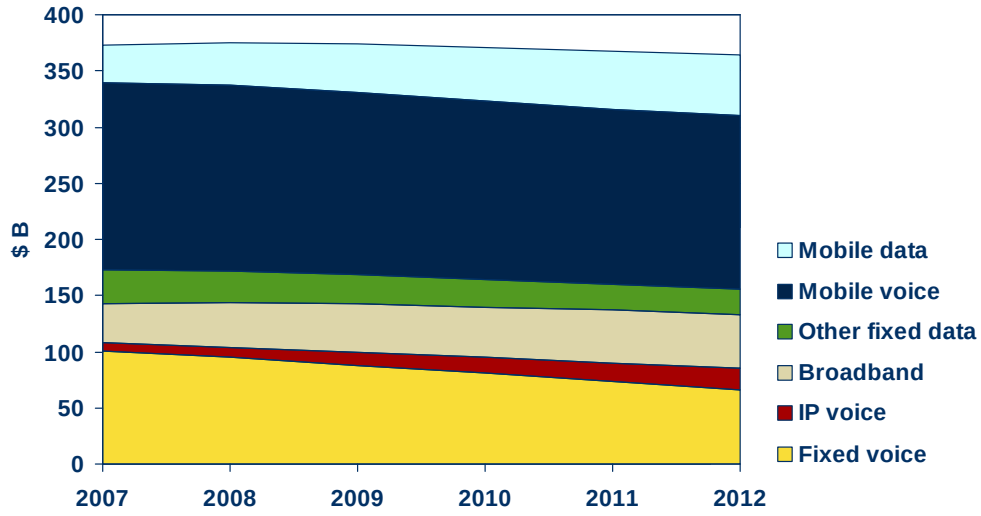
Timely Delivery and Support

The service delivers two products on a quarterly basis via email or CD-ROM:

Quarterly Assessment of the European Telecoms Market
This comes in the form of Excel tables that show the latest five-year forecasts on each of the service areas in each of the 16 European countries. The forecasts are broken down into several individual components depending on the nature of each market. Full service definitions are also provided in the deliverable.

Quarterly Data Query Tool
This is an easy-to-use query tool based on Excel pivot tables. The tool enables users to quickly generate market data to a particular specification — the main options being country, product area, access type, type of measurement, and type of user.

Respond to Today's Dynamic Market



Source: IDC

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

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