

# Telecommunications Equipment Groups – World

## Market Analysis – 2016-2021 Trends – Corporate Strategies

*Publication date: January 2016*

### Exclusive extracts from this 203 page-long report:

#### - What is the business?

The telecom equipment market covers network equipment design, implementation and roll-out, and related services (maintenance, optimisation, managed services). The scope of the market has gradually expanded to software-support processes and IT professional services. This diversification means telecom equipment vendors are becoming more and more like IT service companies. A major difference is that telecom equipment vendors still cater primarily to the needs of telecom service providers. [...]

#### - Who are the key players?

Nokia, Huawei and Ericsson are leading telecom equipment manufacturers. Traditional market leaders are increasingly taking on a role as ICT service providers. As business models are becoming increasingly software-centric, companies such as Cisco and Juniper, whose expertise is tilted towards the IT sector, are taking on a bigger role in the industry. [...]

Companies analysed in the report include: **CISCO, HUAWEI, FUJITSU, ERICSSON, NEC, QUALCOMM, ALCATEL-LUCENT, NOKIA, ZTE, JUNIPER NETWORKS** and **AMDOCS**.

#### - How intense is competition?

The degree of competitive rivalry is moderate overall. However, it varies by market segment. In network equipment, only a handful of players including Ericsson, Nokia and Huawei have truly global capabilities. In recent times, they have further strengthened their lead, benefitting from strong deployment of LTE technologies. In 2015, Nokia acquired Alcatel-Lucent, broadening its core telecom equipment portfolio and furthering consolidation in the sector. [...]

#### - What are the main markets?

Mature markets starting with South Korea, Japan, the US, and Western Europe have already achieved high LTE coverage. Growth will come mainly from emerging markets, particularly Asia, where outdated GSM/EDGE-only technologies are rapidly being replaced with more advanced WCDMA/GSM ones, and LTE investment is accelerating. [...]

To find out more on the sector and its leading corporations, please find enclosed the order form to obtain this exclusive report by Xerfi Global.

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