5G Focus Group: Vendors Needed to Fulfill 5G Network Buildouts

EXECUTIVE SUMMARY

5G vendors can start 2018 with a rare opportunity, according to members of Heavy Reading's Thought Leadership Council (TLC). According to 13 service providers from around the globe, the overwhelming majority will have fixed wireless 5G service operational within five years.

But only 15 percent of TLC service providers have chosen the vendors they plan to utilize for 5G buildouts; more than 30 percent of our forum members haven't even started the vendor selection process. Other vendors in the forum are in varying degrees along the cycle of choosing 5G vendors.

The message to 5G vendors is clear: Opportunity exists. Several service providers expressed the desire to see additional use cases, white papers and other marketing and sales paraphernalia focused on 5G in our Q&A forum.

5G Focus Group: Vendors Needed to Fulfill 5G Network Buildouts was generated from a Q&A with service providers that are 5G experts. This focus group was asked 12 questions about 5G deployment plans, revenue opportunities and how the market is shaping up. The results clearly indicate that 5G vendors have an outstanding opportunity to educate and market their portfolios to service providers in every market.

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There's no real consensus in terms of how far along TLC service providers are in the search for 5G vendors, as shown in the following excerpt. Thirty-eight percent of forum members have narrowed down their vendor choices but haven't made a final decision. One provider said, "This may vary according to use case and different markets and countries."
Excerpt: Where is your company in its 5G vendor selection process?

- We've narrowed it down to a few but haven't made final decisions: 38%
- We haven't started the vendor selection process: 31%
- We are just starting the process of looking at vendors: 15%
- We've already chosen the vendor(s) we plan to use: 15%

Source: Heavy Reading

5G Focus Group: Vendors Needed to Fulfill 5G Network Buildouts is published in PDF format.