Service Provider WiMax Deployment Plans

EXECUTIVE SUMMARY

WiMax continues to be one of the most talked-about and highly anticipated technology developments in the wireless industry – a sector that’s seen more than its share of well-hyped initiatives in recent years. In terms of hype cycles, WiMax may actually be eclipsing some of the industry’s earlier "savior" technologies, primarily because it is viewed as a linchpin for the future convergence of wireless and wireline networks, in addition to promising advancement for broadband wireless services and applications.

Worldwide sales of WiMax products have been minuscule so far, but the true test of its potential is about to commence, now that the first standards-compliant products are hitting the market for deployment in real commercial networks. Certification by the WiMAX Forum that products conform to various iterations of the IEEE 802.16 standard that defines WiMax began in January 2006 and is expected to trigger wide-scale deployment of WiMax equipment by telecom service providers.

To see whether today’s high expectations regarding WiMax are justified, Heavy Reading conducted an exclusive worldwide survey of network operators to gauge not only carrier perceptions of WiMax, but also their plans to incorporate WiMax into their network and service portfolios. Service Provider WiMax Deployment Plans presents and analyzes the results of this survey, conducted in late 2005.

In total, 262 service provider professionals, representing more than 175 different wireless and wireline network operators worldwide, participated in the Heavy Reading survey. Survey questions covered a full range of WiMax-related issues, including:

- General perception of WiMax’s importance to carrier networks
- Current status of WiMax evaluation projects
- Interest in specific implementations of WiMax (including fixed vs. mobile WiMax)
- Perception of which vendors are leading WiMax technology development
- Attitudes toward “pre-WiMax” access products
- Estimated time frames for commercial deployment of WiMax
- Expected primary applications for initial WiMax deployments
Respondents also identified the technology suppliers they perceive as leading the up-and-coming WiMax market. The report includes leadership scores for nearly 40 systems and components vendors, based on the ratings given by service providers.

Survey respondents represent the full spectrum of service provider and network operator types from all regional markets. The respondent mix offers a compelling view into how WiMax is expected to affect service delivery not only for wireless operators, but also for wireline incumbents and competitors.

**Excerpt 1: Respondents by Service Provider Type**

![Bar Chart](Image)

**Excerpt 2: Respondents by Geographic Region**

![Pie Chart](Image)
**Service Provider WiMax Deployment Plans** includes detailed results and analysis of the entire *Heavy Reading* survey, including granular analysis by key demographic breakouts.

**Excerpt 3: Expected Commercial Launch for WiMax Service**

Source: Heavy Reading

**Excerpt 4: Expected Commercial Launch for WiMax Service – Demographic Breakouts**

<table>
<thead>
<tr>
<th></th>
<th>WIRELESS OPERATORS</th>
<th>INCUMBENT CARRIERS</th>
<th>ALL – NORTH AMERICA</th>
<th>ALL – EUROPE</th>
<th>ALL – ASIA/PAC</th>
</tr>
</thead>
<tbody>
<tr>
<td>(number of respondents)</td>
<td>106</td>
<td>91</td>
<td>106</td>
<td>79</td>
<td>32</td>
</tr>
<tr>
<td>2006</td>
<td>41.5%</td>
<td>45.1%</td>
<td>29.3%</td>
<td>41.8%</td>
<td>43.8%</td>
</tr>
<tr>
<td>2007</td>
<td>47.2%</td>
<td>38.5%</td>
<td>45.3%</td>
<td>43.0%</td>
<td>43.8%</td>
</tr>
<tr>
<td>2008 or later</td>
<td>11.3%</td>
<td>16.5%</td>
<td>25.5%</td>
<td>15.2%</td>
<td>12.5%</td>
</tr>
</tbody>
</table>

Source: Heavy Reading

In addition, buyers of *Service Provider WiMax Deployment Plans* gain access to a searchable database of all survey results, allowing for further analysis of critical data points by a range of demographic criteria, including:

- Service provider type
- Geographic region
- Respondent job function
- Degree of interest in WiMax
- Likelihood of commercial deployment

**Report Scope and Structure**

*Service Provider WiMax Deployment Plans* is structured as follows:

**Section I** is an introduction to the report, with complete report key findings.
**Section II** provides key demographic data on survey participants, including the types of service providers included in the respondent base, the geographic regions represented by respondents, and the size and scope of included service providers.

**Section III** presents and analyzes results of survey questions aimed at gauging general attitudes toward WiMax and its long-term role in carrier networks, including estimates by carrier employees regarding when their company would be likely to issue an RFP for WiMax equipment and the likely time frame for deployment of WiMax in their company’s networks.

**Section IV** offers more specific information regarding WiMax deployment plans, including frequency bands that are likely to be used, possible use of pre-standard products, and its likely primary application in carrier networks.

**Section V** presents results relating to service provider perceptions of the vendors that are establishing themselves as early leaders in the WiMax sector.

The report is essential reading for a wide range of industry participants, including the following:

- **Service providers**: What is the most likely timetable for WiMax deployments? Which applications are being targeted with WiMax? What possible impact will WiMax availability have on the competitive landscape? How are your competitors approaching WiMax? Which technology suppliers are emerging as the market leaders? When is WiMax likely to have a significant impact on carrier services?

- **WiMax equipment and components suppliers**: What is the most likely timetable for service provider launch of commercial WiMax services? Which versions of WiMax are carriers targeting? Which applications are most important to them? When are network operators likely to issue RFPs regarding WiMax? What is their interest in “pre-WiMax” products? What impact will WiMax product certification have on carrier spending plans? How does your company rate in the eyes of carriers as a WiMax leader? What do carriers think of your competitors?

- **Investors**: How significant a role is WiMax likely to play in carrier networks? What’s the most likely timing for increased spending on WiMax? Which technology suppliers are emerging as the early winners, and which ones are likely to struggle for market share?

**Service Provider WiMax Deployment Plans** is published in PDF format. Report subscribers also gain access to a searchable database of all survey results.