

# **DASAN Zhone Solutions Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis**

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## **Abstracts**

DASAN Zhone Solutions Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between DASAN Zhone Solutions and its competitors. This provides our Clients with a clear understanding of DASAN Zhone Solutions position in the [Computers and Electronic Equipment](#) Industry.

The report contains detailed information about DASAN Zhone Solutions that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for DASAN Zhone Solutions. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The DASAN Zhone Solutions financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and

company's long-term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes DASAN Zhone Solutions competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of DASAN Zhone Solutions business.

## **About DASAN Zhone Solutions**

Zhone Technologies, Inc. engages in the design, development, and manufacture of communications network equipment for telecommunications, wireless, and cable operators worldwide.

The company's Single Line Multi-Service (SLMS) architecture provides flexibility with support for voice over Internet protocol (VoIP) and IP video (IPTV). Within this SLMS architecture, its products allow service providers to deliver these entire converged packet services over their existing copper lines while providing support for fiber or Fiber to the home or business (FTTx) build-out.

### **Product Portfolio**

The company's products provide the framework around which it is in the process of designing and developing high speed communications software and equipment for the access network.

### **SLMS Products**

The company's SLMS products address three areas of customer requirements. Its

Broadband Aggregation and Service products aggregate, concentrate, and optimize communications traffic from copper and fiber networks. These products are deployed in central offices, remote offices, points of presence, curbsides, data and co-location centers, and large enterprises. The company's Customer Premise Equipment, or CPE, products offer a solution for combining analog voice and data services to the subscriber's premises over a single platform. The Zhone Management System, or ZMS, product provides optional software tools to help manage aggregation and customer premises network hardware. These products deliver voice, data and video interface connectivity for broadcast and subscription television, Internet routers and traditional telephony equipment.

### Legacy, Service and Other Products

The company's legacy products support various voice and data services, and are deployed by service providers worldwide. Its legacy products include IMACS and GigaMux.

### Global Service & Support

The company provides a range of service offerings through its Global Service & Support organization. These services enable its customers to protect their network investments, manage their networks and minimize downtime for major systems. Through its education services program, the company offers in-depth training courses covering network design, installation, configuration, operation, trouble-shooting and maintenance. Its enhanced services offering is a program that provides network engineering, configuration, integration, project management and other consultative support to maximize the results of its customers during the design, deployment, and operational phases.

In addition to its product offerings, the company launched the new primary MXK IP Multi-service Terabit Access Concentrator (MXK) and multiple new Optical Line Terminal (OLT) and outdoor units in 2009. The company's MXK product is a converged multi-services access platform that can be configured as a Gigabit Passive Optical Network (GPON) or Active Ethernet OLT. The MXK GPON line module is ITU-T G.984 compliant, delivering data throughputs of approximately 2.5 Gbps downstream and 1.25 Gbps upstream. Each line card is designed for approximately 64 passive splits per fiber. Active Ethernet delivers approximately 100 Mbps point-to-point from a 20-port card.

The company's MXK product supports the next generation of business and residential

FTTx services. Unlike most competing products, MXK has the ability to support both Passive Optical Network (PON) and Active Ethernet fiber technologies to the node, curb or premises. With its MXK product, service providers can offer digital or Ratio Frequency (RF) video, high-bandwidth Internet access, VoIP and cell relay services from a single OLT over IP. Additionally, its MXK product provides Zhone with density featuring an 8 port GPON Module enabling support for approximately 9,216 GPON subscribers in a single MXK chassis.

## Sales and Marketing

The company has a sales presence in various domestic and foreign locations, and it sells its products and services both directly and indirectly through channel partners with support from its sales force. Channel partners include distributors, resellers, system integrators and service providers. These partners sell directly to end customers and often provide system installation, technical support, professional services and support services in addition to the network equipment sale.

**U.S. Sales:** The company's U.S. Sales organization establishes and maintains direct relationships with domestic customers, which include communication service providers, cable operators, independent operating companies, or IOCs, as well as competitive carriers, developers, and utilities.

## Customers

The company sells its products and services to network service providers that offer voice, data and video services to businesses, governments, utilities and residential consumers. Its customer base includes regional, national and international telecommunications carriers. The company's products are deployed by approximately 700 network service providers on six continents worldwide.

## Competition

The company competes with various vendors, including Alcatel-Lucent, Calix, Huawei, and Occam Networks.

## History

Zhone Technologies, Inc. was founded in 1999.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.

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1 – Data availability depends on company's security policy.

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The complete financial data is available for publicly traded companies.



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## ANALYSIS FEATURES

### SWOT Analysis

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

### Enhanced SWOT Analysis

Enhanced SWOT is a 3×3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

### PESTEL Analysis

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.

### Key Factors Examined by PESTEL Analysis:

**Political** – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

**Economic** – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

**Sociological** – What cultural and societal aspects will work upon the demand for the business's products and operations?

**Technological** – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

**Environmental** – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

**Legal** – What laws and legislation will exert influence on the style the business is carried out?

### IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors

integrated into one suggestive model.

## **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

## **VRIO Analysis**

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity

Reputation

Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?

Rare?

Costly to imitate?

Organized properly?

## I would like to order

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