

# **FTTH: A Strategic Game-Changer for Telcos: How Can Telcos Leverage FTTH to Reinvent their Business Models and Adapt to Evolving Usage Patterns?**

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## **Abstracts**

FTTH is now widely considered a goal for fixed connectivity. On many accounts, this technology widely differs from other available broadband solutions, which fosters new usages and makes way for new entrants.

This report raises questions about the potential impact of FTTH on telcos' market environment and business models, and how they will adapt, and contemplates the following points:

Could FTTH network deployments reshape the competitive environment in fixed telecommunications markets?

How will FTTH technological capabilities impact the demand side?

What are the best practices for telcos when dealing with FTTH impact on business models?

What are the development opportunities for telcos generated by the capacities of FTTH networks?

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