

The strategies of towercos and fibercos: Full integration in the telecoms value chain

<https://marketpublishers.com/r/SCC12EDD75D5EN.html>

Date: May 2020

Pages: 37

Price: US\$ 3,300.00 (Single User License)

ID: SCC12EDD75D5EN

Abstracts

This report gives a snapshot of the development of towercos and fibercos, specifically in Europe, China and North America.

In particular, it analyses the various business models and go-to market strategies of different towercos and fibercos in the select regions.

It also touches on the range of development strategies of select fibercos and towercos by level of integration in the telecoms value chain.

This market has recently seen a series of mergers and acquisitions and will again in the near future. This underlines a major shift towards towercos and fibercos being a robust business model, moving beyond mere divestment by telecom companies and into independent infrastructure companies.

The main drivers in their emergence include lower cost structure, efficient network expansion, efficient time to market and catering to the growth in data traffic.

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