

Global network price trends 2009

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Date: December 2009

Pages: 14

Price: US\$ 895.00 (Single User License)

ID: G0761F0E8CFEN

Abstracts

This paper updates Ovum enterprise user research into contract price negotiations during 2009. It confirms the findings of our outlook research at the beginning of the year, which indicated that some global multinational corporations would look for a significantly higher rate of cost reduction on three-year contracts as they fell due for renewal.

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