

High-Performance Wholesale

<https://marketpublishers.com/r/H52F7E9BB14EN.html>

Date: January 2011

Pages: 13

Price: US\$ 1,500.00 (Single User License)

ID: H52F7E9BB14EN

Abstracts

Introduction

Wholesalers across the globe are attempting to reduce their dependence on low-margin commodity services. One strategy that some players are adopting is to offer services with exceptional performance characteristics. By differentiating themselves from their competitors, they can secure business from niche markets that need these capabilities and are willing to pay more for them.

Features and benefits

Learn about the range of exceptional service characteristics demanded by intermediaries and supported by telecoms wholesalers.

Understand the pros and cons of offering niche high performance services or a broad portfolio of tailorable wholesale services.

Highlights

Although some high-performance wholesale services can command a price premium, the rate of technical advance and service innovation in the industry means those price premiums quickly get eroded.

Your key questions answered

What exceptional service characteristics are demanded by intermediaries?

Which wholesale customer segments require services with exceptional

characteristics?

Contents

SUMMARY

In a nutshell
Ovum view
Recommendations for players

CHARACTERISTICS OF HIGH PERFORMANCE SERVICES

Bandwidth and capacity
Latency, jitter, and round-trip-delay
Diversity of routing and supply
Resilience, recovery, and performance after failure
Security against intrusion and interception
Time to market, service migration and upgrade paths
Cost implications

DEMANDING CUSTOMERS

Mobile network operators
Carriers serving the finance industry
Online gaming
Content owners
Wholesale customers seeking offnet extensions
Customer needs will develop over time

EXPLOIT A NICHE OR OFFER A BROAD PORTFOLIO?

Supporting high-performance niches
Broad portfolios to support bespoke tailoring

APPENDIX

Methodology
Further reading
Author
Ovum Consulting
Disclaimer

I would like to order

Product name: High-Performance Wholesale

Product link: <https://marketpublishers.com/r/H52F7E9BB14EN.html>

Price: US\$ 1,500.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

info@marketpublishers.com

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/H52F7E9BB14EN.html>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:
Last name:
Email:
Company:
Address:
City:
Zip code:
Country:
Tel:
Fax:
Your message:

****All fields are required**

Customer signature _____

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <https://marketpublishers.com/docs/terms.html>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970