

Wholesale telecoms: fit for growth?

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Date: August 2010

Pages: 8

Price: US\$ 395.00 (Single User License)

ID: WAC83D6F2C1EN

Abstracts

Many new Web 2.0 enterprises, cloud service providers, and content owners purchase capacity in quantities comparable to that of small carriers. How telecoms service providers classify sales to these new intermediaries – whether as retail or wholesale – doesn't always reflect the true nature of the provider-customer relationship; wholesale revenues may end up in the retail bucket and mask healthy demand for wholesale services.

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