

# The Self-Organizing Networks (SON) Ecosystem: 2014 - 2020

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## Abstracts

Self-Organizing Network (SON) technology minimizes the lifecycle cost of running a wireless carrier network by eliminating manual configuration of equipment at the time of deployment, right through to dynamically optimizing performance and troubleshooting during operation. This can significantly reduce the cost of the carrier's services, improving the OpEx to revenue ratio.

Amid growing demands for mobile broadband connectivity, wireless carriers are keen to capitalize on SON to minimize rollout delays and operational expenditures associated with their ongoing LTE and small cell deployments.

Originally targeted for the Radio Access Network (RAN) segment of wireless carrier networks, SON technology is now also utilized in the mobile core and mobile backhaul segments. Furthermore, the SON ecosystem is increasingly witnessing convergence with other technological innovations such as Big Data analytics and Deep Packet Inspection (DPI).

Despite challenges relating to implementation complexities and multi-vendor interoperability, SON revenue is expected to grow to more than \$3 Billion by the end of 2016, exceeding conventional mobile network optimization revenue by over 20%.

The "Self-Organizing Networks (SON) Ecosystem: 2014 – 2020" report presents an indepth assessment of the SON and associated mobile network optimization ecosystem including key market drivers, challenges, OpEx and CapEx savings potential, use cases, SON deployment case studies, future roadmap, value chain, vendor analysis and strategies. The report also presents revenue forecasts for both SON and conventional mobile network optimization, along with individual projections for 8 SON



submarkets from 2014 through to 2020. Historical figures are also presented for 2010, 2011, 2012 and 2013.

The report comes with an associated Excel datasheet suite covering quantitative data from all numeric forecasts presented in the report.



## Contents

#### LIST OF COMPANIES MENTIONED:

The following companies and organizations have been reviewed, discussed or mentioned in the report:

21 Vianet Group 2K Telecom 3 Austria 3 Denmark 3 HK 3 Ireland 3 Italia 3 Sweden 365 Media 3Roam 4G Americas 4ipnet **6WIND** A1 Telekom Ablaze Accedian Accedian Networks Accelleran Accuver Actelis Actix Adams NetWorks ADLINK ADTRAN ADVA Advantech Aero2 Aerohive Aeronet Aexio Aircel Aircell



AIRCOM International **AirHop Communications Airspan Networks** Airtel Nigeria Airvana **AIS/DPC** Thailand Al Madar Alaska Communications **Albis Technologies** Alcatel-Lucent Alfa Algar Telecom (CTBC) Algerie Telecom Alpha Networks Altel Altera Alvarion Amdocs Andorra Telecom Andrew Antares Group Antel Anvaya Networks Aptilo Aqiva Wireless Aquafon Arcadyan Argela ARIB (Association of Radio Industries and Businesses, Japan) Aricent Arieso ARItel Armentel Aruba Networks Ascom Asiaspace Askey ASOCS Astellia



AT&T Mobility ATDI Athena Wireless Communications ATIS (Alliance for Telecommunications Industry Solutions, U.S.) Atrica Avanti Avea **Aviat Networks** Avvasi **Axell Wireless** Axerra Networks **Axis Teknologies** Azercell Azerfon b•lite **Babilon Mobile** Bakcell **Bakrie Telecom** Batelco **Bayan Telecommunications BayRICS Beeline Beeline Lao** BelCel Belgacom / Proximus **Bell Mobility** BendBroadband BeST (Life) **BH** Telecom Bharti Airtel **Bhutan Telecom Big Switch Networks** BigAir **BLiNQ Networks Bluegrass Cellular** Blueline BluWan **Bollore Telecom Bouygues Telecom** 



**Brazil Army** Brazil Sao Paulo Military Police **BridgeWave Communications** Broadcom Brocade Browan **BSNL** BT BTC **BTI Systems BTI Wireless** BTL BUCD Bulgaria Vivacom Bytemobile C Spire Wireless C&S Cable and Wireless **Cambium Networks Canoga Perkins Carolina West Wireless Carrier Access Corporation** Cavium **CBL** Bahamas CBNL (Cambridge Broadband Networks Limited) CCI (Communication Components Inc.) CCS CCSA (China Communications Standards Association, China) **CDMA** Development Group Ceclcom Axiata CeedTec Celcite Cell C Cellcom CellO Cellvine Cellwize Celtro CENTRI



CenturyLink Ceragon **Chariton Valley Comms Charles Industries** Chat Mobility China Mobile China Mobile Hong Kong China Telecom China Unicom CHT Cielo Ciena **Cisco Systems** Citrix City of Charlotte Council Claro **Clear Mobitel** CNT COAI (Cellular Operators Association of India) Cobham **Coherent Logix** Colorado Valley Comarch Comba Telecom **Commnet Wireless** CommScope Commsquare Contela ConteXtream **Continuous Computing Convergence Technologies** Copper Valley Telecom Corning Cosmote COTA Murcia4G **Cross Telephone Crown Castle** CSI **CSL** Limited



**Custer Telephone** Cyan Cyan Datame DBD Dedicado DeltaNode **Deutsche Telekom** Dhiraagu Dialog Axiata LTE TDD later FDD Dialogic DiGi Digicel Digicel Fiji Digitel **Digitel Jamaica Dish Network** D-Link DNA **DoCoMo** Pacific DragonWave DTAC - TriNet DTM (Datang Mobile) Du E Plus eAccess Eastlink **E-Band Communications** ECE (European Communications Engineering) **ECI** Telecom **Econet Wireless** Eden Rock Communications Edgewater EE EION Elisa EMT Emtel EnergyAustralia Ausgrid



EnGenius Entel Movil **Entel PCS Entel Peru** Enterasys **ERA/T-Mobile Poland** Ericsson ETC Etex Telephone Co-op EtherReach **Ethertronics** Ethio Telecom Ethos Etisalat Etisalat Misr ETRI (Electronics and Telecommunications Research Institute) ETSI (European Telecommunications Standards Institute) **Evolve Broadband** Exalt **ExteNet Systems Extreme Networks** FarEasTone FastBack Networks Fastlink (Regional Telecom) Femtel FibroLAN Firetide Fitel Fjarskipti (Vodafone Iceland) Forsk Fortinet **FPT** Telecom Freescale Semiconductor Fujitsu Gemtek Genband Georgia Magticom **Glo Mobile** Globacom



**Global Mobile** Globe **GoNet Systems Goodman Networks** Gore GrenTech GSA GSMA (GSM Association) Guavus Guineanet GWT (Global Wireless Technologies) Handlink Hatteras Hitachi HP Huahuan Huawei Hutchison 3 **IBW** International ICE iConnect **IDC Moldova** iDirect IEEE (Institute of Electrical and Electronics Engineers) IM2 Imagine Group IMS Forum InfoCommunication Union InfoVista Ingenia Telecom InnerWireless (Acquired by Black Box) Intel InterDigital Intracom Intucell Systems Inwi Iowa Statewide Interoperable Communications Board (ISICSB) ip.access **IPITEK** 



**IPV6** Forum Islandcom IT&E Guam JDSU Juni Juniper Networks Kcell **KDDI** Kentrox Kordia KPN **KPN** Base KPU (Alaska) ΚT **KT** Corp Rwanda Lanka Bell Lantiq Lattelecom Lavastorm Leap Wireless/Cricket Lemko LG U+ LightPoint Communications Lightsquared LIME Linkem LMT LSI LTC M/A-COM Technology Solutions M1 Manx Telecom Mascom Wireless Massnet MAX Telecom Maxim Integrated Maxis MaxyTel Megafon



Menatelecom Mentum Meru Networks Mesaplexx Meteor **Microwave Networks Mid-Rivers Communications** Milmex mimoOn Mindspeed Technologies MiSpot Mobile Norway/Tele2 **MobileAccess** Mobily Mobinil Mobistar Mobitel Moldcell Monaco Telecom Mongolia Telecom Mosaic Telecom **Motorola Solutions** Movicel Movilmax Movilnet Movistar **MRV** Communications MTA MTC MTC Touch M-Tel MTN MTN Uganda MTNL **MTPCS** MTS **MTS** Allstream **MTS Belarus** 

MTS Ukraine



Myanmar P & T Nawras NBN Co. Ncell NEC Neo-Sky Neotel Nepal Telecom NetGear NetLogic Microsystems Netronome Newfield Wireless NewNet Nexius NGMN (Next Generation Mobile Networks) NITA Node-H Nomadix Nomor Research Nortel Networks **NorthwestCell** Nova NSN (Nokia Solutions & Networks) nTelos nTelos Wireless NTT DoCoMo Nuage Networks (Alcatel-Lucent) **O2 Secure Wireless** Octasic Oi Omantel Omnitel On Telecomunicacoes ONE Ooredoo **Open Mobile** Optimi Optimus Optiway



Optulink

Optus

Orange Armenia Orange Austria

Orange Dominicana

Orange France

Orange Liechtenstein

Orange Luxembourg

Orange Mauritius

Orange Moldova

Orange Romania

Orange Slovak Republic

**Orange Spain** 

Orange Switzerland

Orange Uganda

**Orckit Corrigent** 

Osnova Telecom

Overture

P&T

P.I.Works

P1 Networks

P4 (Play)

Pandetel

Panhandle Telephone Co-op

PCCW

Peoples Telephone Co-op

Personal

PicoChip

Pioneer Cellular

Plano Engineering

Plexxi

**Polkomtel Plus** 

Positron-Aktino

Powerwave Technologies

Proxim

PTK Centertel (Orange)

**Public Service Wireless** 

**Public Wireless** 

**PureWave Networks** 



**PVT** Qualcomm Quortus R (Spain) **RAD Data Systems** RADCOM Radisys RADWIN Rakon **RCS & RDS Redline Communications** REDtone Reliance **Reverb Networks RF** Window **RFNet** RFS (Radio Frequency Systems) **Rogers Wireless** Rohde & Schwarz Rorotika Rostelecom **Ro-Timak Technology Ruckus Wireless RusViet Telecom** S and R Communications S&T Telephone Cooperative Safaricom Sagebrush Cellular (Nemont) Sagem Sagemcom SAI Technology Saima Telecom Samsung Sasktel Sazz Schema **SEDICOM** SerComm SFR



SGRITA Shentel Shyam Networks Si.mobil **SIAE Microelectronics** Siklu Siminn SingTel SK Telecom **SK** Telesys Sky Brazil Small Cell Forum **Smart Communications** Smartone **SMARTS** Smile Smoltelecom Softbank Softbank Mobile **SOLiD** Technologies Spectranet SpeedConnect SpiderCloud Wireless Sprint Sprint Nextel **Sprocket Wireless SRT** Communications SSTL Star Microwave Starcomms StarHub STC Strata Networks Strix Systems Sub10 Systems Sunrise Communications Surfline Communications SWIFT Networks Swisscom



Sycamore Symena Syringa Wireless T Mobile Tango **Tango Networks** Taqua **Tarana Wireless** Tata Elxsi TCCA (TETRA and Critical Communications Association) TDC **TD-Forum** TDIA (TD Industry Alliance) TE Connectivity (Tyco Electronics Connectivity) Tecom **TEKTELIC Tektronix Communications** Telcel **Telco Systems** Tele2 Tele2 Kazakhstan Tele2 Sweden Telecom Italia Mobile (TIM) **Telecom Malaysia Telecom New Zealand** Telefonica Movistar **Telefonica O2 Telefonica O2 Ireland** Telefonica O2 UK Telefonica Peru **Telefonica Spain** Telekom Srpske **Telenet Belgium Telenor Denmark Telenor Hungary Telenor Montenegro Telenor Norway Telenor Sweden** Telesis



TeliaSonera TeliaSonera Norway TeliaSonera Sweden Telkom Mobile (8ta) **Telkomsel Indonesia** Tellabs Telrad Telstra Telus TEOCO Teradata **Texas Energy Network Texas Instruments** TFL Theta Networks Thomson T-Hrvatski Telekom Thumb Cellular Tigo Tikona **TIM Brasil** TM Forum (TeleManagement Forum) TMC TMN (Portugal Telecom) **T-Mobile Czech Republic T-Mobile Hungary T-Mobile Macedonia T-Mobile Netherlands** T-Mobile Puerto Rico **T-Mobile Slovensko T-Mobile USA TN** Mobile **TOT** Thailand **TPG** Internet **TP-Link TRaC Global Trango Systems** Transmode Tranzeo



Trendium Triatel Tricom Tropos True Move TSKL TTA (Telecommunications Technology Association, Korea) TTC (Telecommunication Technology Committee, Japan) **TTG** International TTK Tulinx Tunisiana Turkcell U Mobile **UbeeAirWalk** Ubidyne GmBH Ubiquisys **Ubiquiti Networks** u-blox UCell UK Broadband Ulusnet Umniah UMTS Forum **Une-EPM United Wireless** Unitel **US** Cellular Vainakh Telecom VDC (VNPT) Vector Velatel Velatel-Aerostrong Verizon Wireless Videocon Videotron Viettel Vimpelcom

VIP mobile



VIPNet Visafone Communications Viva Vivacell-MTS Vivato Vivo VMWare Vodacom Vodacom Tanzania Vodafone Vodafone Australia Vodafone Czech Republic Vodafone Egypt Vodafone Fiji Vodafone Greece Vodafone Ireland Vodafone Italy Vodafone New Zealand Vodafone Portugal Vodafone Qatar Vodafone Romania Vodafone Spain Vodafone UK Vox **VTel Wireless** Vubiq Wataniya Wataniya Telecom WBS (iBurst) WebRadar West Central Wireless Wi-Ex Wilson Electronics Wind Wind Mobile WNC (Wistron NeWeb Corp.) Woosh **Xceed Technologies** Xilinx



XL Axiata Xplornet Yoigo Yota YTL Communications Yes Zain Zain Jordan Zain Jordan Zain Saudi Zamtel Zhone Ziggo Zinwave Zoda Fones ZTE



## About

SON offers an opportunity to minimize the lifecycle cost of running a network by eliminating the cumbersome process of manually configuring the network at the time of deployment, right through to dynamically optimizing performance during the network's commercialization. This can significantly reduce the cost of the carrier's services, improving the OpEx to revenue ratio.

#### Global Wireless Network Infrastructure Revenue by Submarket: 2010 – 2020 (\$ Million)



The increasingly heterogeneous nature of these network investments brings significant operational challenges in terms of human labor and consequently cost. Manually configuring and optimizing these networks can often lead to significant delays before a network is stable enough to be commercialized.

SON allows wireless carriers to avoid these operational challenges by automating the planning, configuration and ongoing optimization of these networks, thus minimizing rollout delays and reducing operational expenditures.



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