

LTE Business Suite 2014-2018

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Abstracts

Best Operator Practices for LTE Post-Deployment Executions, Monetisation, and Evolution towards LTE-Advanced

Evaluate

1. LTE Market Analysis & Forecasts 2014-2018

Analysis of global LTE deployment trend and subscriber uptake, key LTE market drivers, global and regional market forecasts for the next five years with country specific LTE market dynamics.

2. LTE Capex & Opex Strategies 2014-2018

A quick reference on key areas of LTE such as investment optimisation strategies, CAPEX and OPEX categorisation, various LTE deployment strategies, LTE technology trends – TDD/ FDD, developments in LTE-Advanced, and the propositions of various LTE enablers.

Evolve

1. Overcoming Post Deployment Challenges in LTE 2014-2018

In-depth analyses of all the major challenges in LTE monetisation, strategic guidelines for LTE traffic management and resource optimisation, spectrum refarming, data offloading, smart policy management, and network friendly mobile devices.

Monetise

1. LTE Business Models & Charging Mechanisms 2014 – 2018

Analysis of various LTE/ LTE-Advanced business models, strategies for pricing and positioning of LTE services, and scope, viability and trends of wholesale LTE networks.

2. Worldwide LTE Operators' Case Studies

Thought provoking cases on LTE/ LTE-Advanced operators from different markets – Covering their LTE business models and pricing propositions, LTE devices portfolio, CAPEX and OPEX, network transitioning strategies, and operators' future plans for LTE-Advanced.

Executive Summary

The global LTE subscriber base reached 200 million in 2013, exhibiting a year-on-year growth of 166%. With increasing number of LTE networks as well as availability of LTE devices in the market, LTE subscriber base will continue to grow strongly during the forecast period (at a CAGR of 46% during 2013-2018) and the global LTE subscriber base will reach over 1 billion in 2017.

The Report offers extensive coverage on LTE market outlook over the next five years both globally and regionally (Subscriber, Revenue, and ARPU). We have quantified the LTE market opportunity till 2018 that will greatly help MNOs, network infrastructure vendors, device manufacturers, and telecom investors in their strategic planning.

The Report also explains LTE status of more than 40 countries back to back. In country specific LTE analyses, we have included key developments in LTE segment by operators, regulators, and vendors along with subscriber uptake, investments, spectrum scenarios, and planned LTE launches. These analyses offer a quick reference to understand the LTE market dynamics in these countries.

As the roll out of an LTE network involves huge investments, it is posing really complex challenges for network operators. One of the major challenges for them is to prioritise the investments areas and decide the amount of capital allocation into various parts and phases of their LTE networks. It is equally important for LTE enablers such as network infrastructure vendors and device manufacturers to properly recognise the current and future LTE market structure and offer appropriate solutions which can justify the operator costs and revenues.

To help mobile operators with LTE capex & opex we have provided valuable insights on key areas of LTE such as investment optimisation strategies, CAPEX and OPEX categorisation, various LTE deployment strategies, LTE technology trends – TDD/ FDD, developments in LTE-Advanced, and the propositions of various LTE enablers. Key forecasts on LTE CAPEX, growth of LTE Base Stations, Small Cells Backhaul CAPEX, Backhaul OPEX, and the uptake of LTE/ LTE-Advanced have been provided as an add-on. These crucial forecasts will greatly help the various stakeholders of LTE in opportunity spotting, strategic planning and roadmapping for the next five years.

However, as the technology is still evolving, operators are also facing many post deployment challenges such as policy control and traffic management, pricing and service bundling, traffic migration, interoperability, and Voice over LTE.

We have provided in-depth analyses of all the major challenges in LTE monetisation. Our study indicates that RoI is currently the major challenge for LTE operators while technical, regulatory, and ecosystem related challenges are also limiting their growth. Moreover, the current options for offering voice over LTE are somewhat temporary solutions.

Key aspects of LTE traffic management & resource optimisation have been covered. LTE operators are anticipating spectrum crisis as a major challenge in the coming years and are worried about controlling the cost of acquiring more spectrum to match the demand for high bandwidth services. However, they can optimise their network performance and can ensure the QoE by making appropriate strategies for spectrum refarming, data offloading, smart policy management and network friendly mobile devices.

We have also offered strategic guidelines on key LTE issues such as migration & interoperability (Backward Compatibility), LTE Pricing, LTE Branding, financing strategies for LTE devices, and customer support and billing.

Most of the LTE launches have failed to seize the real potential of the technology and are now burdened with huge Opex as they need to carry the legacy networks as well. We have analysed the launch, business models, monetisation strategies and uptake of several LTE networks to provide guidelines on how other MNOs can have a better LTE program.

Further, the Report provides suitable strategies as to how LTE services should be positioned in different market settings such as urban, rural, underserved, unserved, and

developed markets. Besides, LTE pricing strategies of mobile operators across different markets has been covered inside the Report.

To further enhance our study, the Report is loaded with 25 thought provoking cases on LTE operators from different markets. The cases are built around them to create a true picture of events of their LTE journey so far: How they went about it, the hurdles they faced, how best they dealt with the challenges, what pricing strategies they implemented, how they have fared so far in terms of subscribers and revenues, and, what are their future plans. Moreover, in our selection of the 25 mobile operators we have covered both tier-1 and tier-2 operators. This was to ensure that we analyse LTE from every possible angle – from the operators that already command a substantial subscriber base and have strong balance sheet to the operators who are at the beginner's stage with very limited resources.

The cases covered will greatly help LTE stakeholders from the following perspectives:

In helping mobile operators to devise appropriate transitioning strategies;

To avoid the mistakes that other LTE players made;

Planning their CAPEX and OPEX;

To develop the most suitable business/ pricing models for LTE;

In assessing new revenue opportunities via LTE;

In identifying opportunities for expansions, mergers and acquisitions related to LTE;

Helping mobile operators in evolving mutually profitable partnerships with mobile device makers, mobile app developers and mobile network equipment vendors;

To help mobile operators in planning their LTE device portfolio in a well-informed manner;

To assist mobile device makers in developing the right type, and the right numbers of LTE-enabled mobile devices;

To provide competition analysis for LTE operators in terms of deployments, subscribers, revenues, ARPU, EBITDA, uptake of high-end mobile data services, etc.;

In assessing whether they are actually ready to deploy LTE networks (the right timing);

To help mobile infrastructure vendors to gauge potential business opportunities.

Key Questions Answered:

What is the current market size (Subscribers, Revenue) of LTE market?

How the LTE market will progress across different regions in the coming years?

Which regions will exhibit maximum growth in LTE subscribers and revenue?

What are the key investment areas to maximise the RoI on an LTE network?

What should be your ideal deployment path for LTE?

What are the effective techniques of mobile data offloading?

What should be your ideal approach to face spectrum shortage?

How can mobile operators manage their LTE backhaul costs?

How to develop an effective PCRF to monetise LTE services?

What are the various LTE pricing models being adopted by operators worldwide?

What are the major challenges and opportunities in Wholesale LTE business model?

What should be the ideal approach for late entrants into the LTE market?

What were the major factors responsible for initial success or failure of individual

operator in LTE market?

How LTE operators have improved their LTE business models and pricing strategies during the past 3-4 years?

How can you formulate an ideal business model for LTE?

Key Findings:

The global LTE service revenue is projected to cross US\$500 billion in 2018 from US\$78 billion in 2013, exhibiting a CAGR of 46% during this period.

North America, Western Europe and Asia Pacific will account for 83% of the global LTE service revenue by 2018.

USA, South Korea and Japan have established themselves as the early leaders in LTE. However, the developing and underdeveloped markets in Asia and Africa hold huge business potential for LTE.

Operators across the globe are projected to spend US\$180 billion in LTE CAPEX by 2018.

4G small cells will surpass 3G small cells in next four years. The overall small cell backhaul expenditure will be worth US\$28.7 billion by 2018.

The total LTE-Advanced subscriber base will account for more than 42% of the global LTE subscriber base by 2018.

The global subscriber base on LTE-Advanced networks is projected to reach 461 million by 2018, growing at a CAGR of 158% during 2013 and 2018.

Earlier LTE operators were focusing primarily on USB dongle based data services due to lack of (affordable) LTE smartphones and tablets. However, the increasing penetration of LTE devices is likely to create new business opportunities such as LTE broadcast and online gaming.

Many operators were offering unlimited data plans to attract customers from 2G and 3G networks to LTE. However, they very soon realised that their current available spectrum

would not be able to meet such demand in the long run. Consequently, most of the LTE operators across the globe started putting data caps and finished unlimited data plans.

Being an ALL-IP network, LTE brings considerable security challenges for operators, end users, device manufacturers and application providers. The growing use of smaller cell sites (picocells and femtocells) will further increase security concerns as these small cell sites tend to be located in less physically secure locations and there will be more network elements to manage.

Who can benefit from this Report?

Mobile Network Operators

For a better understanding of the current LTE market dynamics, subscriber uptake, and future revenue potential globally and regionally.

Mobile Device Makers

For better informed LTE product development and to imbue a competitive edge into the product/ services in sync with the technological developments, end user lifestyles, and operators' challenges in meeting the market demand efficiently.

Content Providers and Application Developers

To gain an insight into the market expectations and opportunities that LTE market will generate across various geographies in the coming years. To prepare for the likely changes that Content Providers and Application Developers must go through to remain relevant and profitable in the market.

Telecom Investors

With an obvious interest in the current happenings within the LTE market globally, the report provides an in-depth market analysis for telecom investors. The report will help you in identifying the right choices for your investments.

Research Methodology

We took into our ambit the past few years and for this particular study we regionally explored some of the prominent mobile operators, device makers, infrastructure

providers and interviewed several telecoms experts, C-level and mid-level executives.

Information Sources: Major sources include both face to face and telephonic interviews with telecom industry experts and consumers. It also includes various surveys that were conducted in different regions of the world. Other sources comprise of organisations' websites and financial reports, books, trade journals, magazines, white papers, industry portals and numerous government sources.

Forecasting Methodology: We used extensive database of macroeconomic and sector specific data to generate industry forecasts. We used Judgment based methods like the Delphi method and Extrapolation; Time series methods like Exponential smoothing, Cyclical and seasonal trends and Statistical modeling, as well as the Survey method. The initial baseline projection is computed with the most recent market data. After an initial baseline forecast, all probable future macroeconomic and industry specific occurrences and assumptions are taken into consideration to generate the final forecast.

Contents

CHAPTER 1: EVALUATE PART-I

CHAPTER 2: GLOBAL LTE DEPLOYMENT TRENDS AND FACTS

- 2.1 LTE Growing Faster than HSPA
- 2.2 LTE Uptake of Major Operators
- 2.3 Why is LTE Ecosystem rising so quickly?
 - 2.3.1 Spectral Efficiency and CAPEX/ OPEX Reduction
 - 2.3.2 LTE meets the demand of Exponentially Growing Data Consumption
 - 2.3.3 4G/ LTE offers better Marketing Proposition than 3G/ HSPA
- 2.4 Will LTE & WiMAX Coexist?

CHAPTER 3: EVALUATION OF LTE MARKET POTENTIAL WITH FORECASTS 2014-2018

- 3.1 LTE Market Revenue Potential 2013-2018
- 3.2 Global LTE Market by Service Revenue, Infrastructure Sales and Device Revenue 2013-2018
- 3.3 Global LTE Service Revenue 2013-2018
- 3.4 Regional LTE Service Revenue 2013-2018
- 3.5 LTE Devices Market 2013-2018
- 3.6 LTE Infrastructure Market 2013-2018
- 3.7 LTE RAN (E-UTRAN) and LTE EPC (Core Network) Market 2013-2018
- 3.8 Global LTE Subscribers 2013-2018
- 3.9 Regional LTE Subscribers 2013-2018
- 3.10 Global LTE Subscribers by Type (LTE TDD & LTE FDD) 2013-2018

CHAPTER 4: LTE MARKET ANALYSIS BY REGION

- 4.1 Asia Pacific LTE Market
 - 4.1.1 Australia
 - 4.1.2 China
 - 4.1.3 Fiji
 - 4.1.4 India
 - 4.1.5 Japan
 - 4.1.6 Malaysia
 - 4.1.7 New Zealand

- 4.1.8 Singapore
- 4.1.9 South Korea
- 4.2 North America LTE Market
 - 4.2.1 USA
 - 4.2.2 Canada
- 4.3 Europe LTE Market
 - 4.3.1 Denmark
 - 4.3.2 France
 - 4.3.3 Germany
 - 4.3.4 Netherlands
 - 4.3.5 Norway
 - 4.3.6 Poland
 - 4.3.7 Portugal
 - 4.3.8 Russia
 - 4.3.9 Spain
 - 4.3.10 Sweden
 - 4.3.11 Switzerland
 - 4.3.12 United Kingdom
- 4.4 Latin America LTE Market
 - 4.4.1 Argentina
 - 4.4.2 Bolivia
 - 4.4.3 Brazil
 - 4.4.4 Chile
 - 4.4.5 Colombia
 - 4.4.6 Mexico
 - 4.4.7 Peru
 - 4.4.8 Puerto Rico
 - 4.4.9 Uruguay
 - 4.4.10 Venezuela
- 4.5 Africa & Middle East LTE Market
 - 4.5.1 Bahrain
 - 4.5.2 Kuwait
 - 4.5.3 Nigeria
 - 4.5.4 Oman
 - 4.5.5 Saudi Arabia
 - 4.5.6 South Africa
 - 4.5.7 Tanzania
 - 4.5.8 UAE
 - 4.5.9 Uganda

4.5.10 Zimbabwe

List Of Tables

LIST OF TABLES

Table 2-1 LTE Subscriber Growth of Selected Operators (In %), June 2012 and June 2013

Table 3-1 Regional LTE Service Revenue Forecast (In US\$ Billion), 2013-2018

Table 3-2 Regional LTE Subscribers Forecast (In Million), 2013-2018

List Of Figures

LIST OF FIGURES

Figure 2-1 Global LTE Deployments and Commitments, 2013

Figure 2-2 Commercial LTE Network Launches (In Numbers), 2009-2013

Figure 2-3 Number of Network Commitments after 6 months and 12 Months of 1st Commercial Launch

Figure 2-4 LTE Subscribers of Top Ten Operators (In Million), 2012 and 2013

Figure 3-1 Global LTE Market Forecast (In US\$ Billion), 2013-2018

Figure 3-2 Global LTE Market Forecast by Type (In US\$ Billion), 2013-2018

Figure 3-3 Global LTE Service Revenue Forecast (In US\$ Billion), 2013-2018

Figure 3-4 Regional LTE Service Revenue Forecast (In %), 2013-2018

Figure 3-5 Regional LTE Service Revenue Forecast (In US\$ Billion), 2013-2018

Figure 3-6 LTE Devices Market Forecast (In US\$ Billion), 2013-2018

Figure 3-7 LTE Infrastructure Market Forecast (In US\$ Billion), 2013-2018

Figure 3-8 Global LTE RAN Market Forecast (In US\$ Billion), 2013-2018

Figure 3-9 Global LTE EPC Market Forecast (In US\$ Billion), 2013-2018

Figure 3-10 Global LTE Subscribers Forecast (In Million), 2012-2018

Figure 3-11 Regional LTE Subscribers Forecast (In Million), 2013-2018

Figure 3-12 Regional LTE Subscribers Market Share (In %), 2013-2018

Figure 3-13 Global LTE Subscribers Forecast by Type (LTE TDD & LTE FDD) (In Million), 2013-2018

Figure 4-1 Asia Pacific LTE Subscribers Forecast (In Million), 2013-2018

Figure 4-2 Asia Pacific LTE Service Revenue Forecast (In US\$ Billion), 2013-2018

Figure 4-3 North America LTE Subscribers Forecast (In Million), 2013-2018

Figure 4-4 North America LTE Service Revenue Forecast (In US\$ Billion), 2013-2018

Figure 4-5 Europe LTE Subscribers Forecast (In Million), 2013-2018

Figure 4-6 Western Europe LTE Service Revenue Forecast (In US\$ Billion), 2013-2018

Figure 4-7 Central & Eastern Europe LTE Service Revenue Forecast (In US\$ Billion), 2013-2018

Figure 4-8 Latin America LTE Subscribers Forecast (In Million), 2013-2018

Figure 4-9 Latin America LTE Service Revenue Forecast (In US\$ Billion), 2013-2018

Figure 4-10 Africa & Middle East LTE Subscribers Forecast (In Million), 2013-2018

Figure 4-11 Africa & Middle East LTE Service Revenue Forecast (In US\$ Billion), 2013-2018

LTE Capex & Opex Strategies 2014-2018

CHAPTER 1: EVALUATE PART-II

CHAPTER 2: OPTIMISING LTE INVESTMENTS

- 2.1 LTE CAPEX at an all time high
- 2.2 LTE Investment Priorities: Capital Allocation Strategies to Maximise Rols
- 2.3 Network Sharing – Substantial Savings in CAPEX & OPEX
 - 2.3.1 How operators are monetising network sharing models?
 - 2.3.2 Saving Estimates over a period of 5 years through network sharing
 - 2.3.3 Active Network Sharing
 - 2.3.4 Passive Network Sharing
- 2.4 How Self Organising Networks (SON) can reduce CAPEX & OPEX?
- 2.5 Unpaired spectrum can serve as a cost effective solution for the Operators
- 2.6 Leveraging Cloud Solutions to Reduce CAPEX/ OPEX
 - 2.6.1 Samsung SmartCloud Solution

CHAPTER 3: CAPEX AND OPEX CATEGORISATION

- 3.1 MNOs' CAPEX and OPEX- Developed vs. Emerging Markets
- 3.2 OPEX Categorisation
- 3.3 LTE Base Station Deployment Cost
- 3.4 Core Network Deployment Cost
- 3.5 Small Cell Deployment Cost
- 3.6 Mobile Backhaul Cost

CHAPTER 4: STREAMLINE YOUR LTE DEPLOYMENT STRATEGIES

- 4.1 Operators' Key LTE Requirements
- 4.2 What are the deployment paths for LTE?
- 4.3 Which is the better option for you?
- 4.4 Integration of FDD and TDD Networks
- 4.5 Network Planning for LTE-Advanced
 - 4.5.1 SK Telecom - the world's first LTE-Advanced network
 - 4.5.2 Key Performance Indicators: LTE vs. LTE-Advanced
 - 4.5.3 LTE- Advanced Drivers
 - 4.5.4 LTE-Advanced Subscriber Growth 2013-2018

CHAPTER 5: ROAD-MAPPING ON LTE TECHNOLOGY TRENDS

- 5.1 LTE Deployments' Current State in Key Countries (TDD/ FDD)
- 5.2 Regional Analysis of Spectrum Bands Available
- 5.3 LTE TDD Market – A New Rising Wave
 - 5.3.1 LTE TDD Market Overview
- 5.4 LTE TDD Spectrum Bands
- 5.5 LTE Deployments in 1800 MHz Band
- 5.6 LTE Deployment Future Trends (FDD and TDD)

CHAPTER 6: THE LTE ENABLERS

- 6.1 Profiles of Key LTE Infrastructure Vendors
 - 6.1.1 Nokia Siemens Networks (NSN)
 - 6.1.2 Ericsson
 - 6.1.3 Huawei
 - 6.1.4 Alcatel-Lucent
 - 6.1.5 ADC
 - 6.1.6 Fujitsu
 - 6.1.7 Motorola
 - 6.1.8 ZTE
 - 6.1.9 Tecore Networks
 - 6.1.10 NEC
 - 6.1.11 Samsung
 - 6.1.12 Datang Telecom
- 6.2 LTE Vendor Market Share
- 6.3 Primary LTE Backhaul Solution Vendors
- 6.4 Major LTE EPC Solution Providers
- 6.5 LTE Devices Strategy of Major handset Vendors
 - 6.5.1 Nokia
 - 6.5.2 Samsung
 - 6.5.3 LG
 - 6.5.4 Motorola
 - 6.5.5 Sony
 - 6.5.6 ZTE
 - 6.5.7 Apple
 - 6.5.8 HTC
 - 6.5.9 Huawei
- 6.6 Latest Offerings and Future Plans of Major Chipset Providers
 - 6.6.1 Qualcomm
 - 6.6.2 Altair Semiconductor

6.6.3 GCT

6.6.4 Broadcom

6.7 Other Players Participating in LTE Developments

LIST OF TABLES

Table 2-1 Top Five Investment Areas to Maximise Rols

Table 2-2 Financial Benefits of Different Network Sharing Models

Table 4-1 Operators' Key LTE Requirements

Table 4-2 LTE vs. LTE-Advanced Key Performance Indicators

Table 5-1 LTE Deployment by Countries, Operators & Launch Date, December 2009 - October 2013

Table 5-2 Different FDD and TDD Bands Defined by 3GPP

Table 5-3 Spectrum Bands Available in Different Regions

Table 5-4 Commercially Launched LTE TDD Networks, September 2013

Table 5-5 Commercial LTE TDD Networks in Deployment/ Planned, September 2013

Table 5-6 3GPP LTE TDD Spectrum Bands

Table 5-7 Global LTE deployments Status in 1800 MHz: Current & Future, September 2013

Table 6-1 Key LTE Infrastructure Providers

Table 6-2 Key LTE Backhaul Solution Vendors

Table 6-3 Key LTE EPC Solution Providers

Table 6-4 Key LTE Chipset Providers

Table 6-5 Other Key Communities Offerings

LIST OF FIGURES

Figure 2-1 Global LTE CAPEX (In US\$ Billion), 2013-2018

Figure 2-2 Top Five Investment Areas to Maximise Rols

Figure 2-3 Accumulated CAPEX and OPEX Savings from Network Sharing over 5 Years (In %)

Figure 2-4 Merits of SON Functions in Operator's Operations & Maintenance Workflow

Figure 2-5 Large US Operators' Cost Savings with SON (In Euro Million)

Figure 2-6 Various Global Operators Cost Savings with SON (In Euro Million)

Figure 3-1 MNO's Typical CAPEX Costs per Site- Developed vs. Emerging Markets

Figure 3-2 MNO's Typical OPEX Costs per Site- Developed vs. Emerging Markets

Figure 3-3 OPEX Break Down for an LTE Operator (In %), 2013

Figure 3-4 Global Expenditure on LTE Base Stations (In US\$ Billion), 2013-2018

Figure 3-5 Global Small Cells Backhaul Capital Expenditure Forecast by Category (In

US\$ Billion), 2013 - 2018

Figure 3-6 Global Mobile Backhaul Operational Cost Forecast (In US\$ Billion), 2013-2018

Figure 4-1 Various Deployment Paths Towards LTE

Figure 4-2 Deployment Strategy for Operators

Figure 4-3 LTE-Advanced Subscriber Growth (In Million), 2013-2018

Figure 5-1 LTE Future Deployment Trends

Figure 6-1 Commercial LTE Network Vendor Market Shares, Q2 2013

Overcoming Post Deployment Challenges in LTE 2014-2018

CHAPTER 1: EVOLVE

CHAPTER 2: MAJOR CHALLENGES IN LTE MONETISATION

2.1 Top LTE Issues Analysed

2.1.1 Rol

2.1.2 Technical issues

2.1.3 Regulatory Issues

2.1.4 Ecosystem Related Challenges

2.2 Lack of Spectrum Harmonisation Affecting Interoperability, Roaming and QoS

2.2.1 Spectrum in Demand

2.2.2 Spectrum Refarming

2.3 How spectrum crisis affects operators' LTE plans?

2.4 Band Fragmentation Leading to Complexities

2.5 Voice over LTE (VoLTE)

2.5.1 Circuit Switch Fallback (CS Fallback)

2.5.2 VoIP Approach as Proposed by NSN

2.5.3 SRVCC - IMS based VoIP

CHAPTER 3: TRAFFIC MANAGEMENT & RESOURCE OPTIMISATIONS

3.1 Global Mobile Data Consumption Landscape

3.2 Soaring Bandwidth: Mobile Devices Boom

3.3 Data Offloading

3.4 Strategic Importance of Wi-Fi beyond Traffic Offloading

3.5 Role of Policy Management to ensure Optimised Solutions

3.5.1 Minimising Network Congestion

3.5.2 Enhancing QoS (Quality of Service)

- 3.5.3 Service Monetisation
- 3.6 Challenges in Policy Management Implementation
- 3.7 PCRF/ Policy Server
- 3.8 What do LTE Operators need to insure for optimising their network performance?
- 3.9 Backhaul Costs and Options
- 3.10 Evolving to an All-IP Network
- 3.11 Intellectual Property Rights (IPR)
- 3.12 LTE Handset Availability and Compatibility Issues
- 3.13 Security
- 3.14 Roaming

CHAPTER 4: STRATEGIC GUIDELINES FOR OVERCOMING POST DEPLOYMENT CHALLENGES

- 4.1 Migration & Interoperability (Backward Compatibility)
- 4.2 LTE Pricing – How does the end-user perceive it?
- 4.3 LTE Branding
- 4.4 Financing Strategies for LTE Devices
- 4.5 Customer Support & Billing

LIST OF TABLES

- Table 2-1 Apple iPhone 5 Models and LTE Band Support, 2013
- Table 3-1 Global Monthly Mobile Data Traffic by Geographical Region (In TB), 2012-2017
- Table 3-2 Bandwidth Consumption by Applications & Devices
- Table 3-3 QoE Expectations and Performance Requirements by Service Type
- Table 3-4 Backhaul Options and their Suitability to Meet Future Demand
- Table 3-5 IP Overlay and ALL-IP – Network Attributes
- Table 3-6 LTE User Devices (In Numbers), October 17, 2013

LIST OF FIGURES

- Figure 2-1 Building a Right Strategy to Monetise LTE
- Figure 2-2 The 3 Phases of LTE Voice Evolution
- Figure 2-3 SRVCC Architecture: The Transfer from LTE to 2G/ 3G with Active Call
- Figure 3-1 Global Monthly Mobile Data Traffic by Geographical Region (In %), 2012-2018
- Figure 3-2 Wi-Fi vs. Femtocells Penetration (In %), 2013 and 2018

Figure 3-3 LTE Network Capacity

Figure 3-4 Smartphones and Applications getting Customer's Mindshare

Figure 3-5 Policy and Charging Control Architecture

Figure 3-6 PCRF Policy Cluster

Figure 3-7 IP Overlay Network Architecture

Figure 3-8 ALL-IP Network Architecture

Figure 3-9 LTE Essential Patents Ownership (In %), Q2 2013

LTE Business Models & Charging Mechanisms 2014 – 2018

CHAPTER 1: MONETISE PART-I

CHAPTER 2: LTE DEPLOYMENT STRATEGIES

2.1 LTE Operator Types and Business Models

2.1.1 Verizon's LTE Rollout Roadmap, 2010 – 2013

2.1.2 Verizon's Data Pricing Evolution

2.1.2.1 No Unlimited Data Plans

2.1.2.2 Verizon Wireless: Towards VoLTE in 2014

2.1.3 TeliaSonera, Sweden - LTE Rollout Roadmap, 2010 – 2013

2.1.3.1 TeliaSonera LTE Pricing Strategy

2.1.4 Net4Mobility – A Commercial LTE Joint Venture by Tele2 and Telenor

2.1.4.1 Telenor LTE Pricing Strategy

2.1.4.2 Tele2 LTE Pricing Strategy

2.1.5 CyFrowy Polsat – Bundling LTE with other Telecom Services

2.1.6 Offering DSL- like Services in Rural Areas – Vodafone, Germany

2.1.6.1 Vodafone Germany LTE Rollout Roadmap, 2010-2013

2.1.6.2 Vodafone Germany LTE Pricing

2.1.7 LTE offers an attractive proposition for MVNOs

2.2 LTE Deployments – Where should you begin for ensuring the shortest turnaround?

2.3 Ideal LTE Strategy for Late Entrants

CHAPTER 3: WHOLESALE/ UNDER-THE-FLOOR PLAYERS' (UTF) LTE NETWORK BUSINESS MODEL

3.1 Wholesale Business Model: Operators getting aggressive?

3.2 SWOT Analysis

3.3 Future of LTE Wholesale Business Model

3.4 Major Wholesale LTE Networks

- 3.4.1 LightSquared, USA
- 3.4.2 Yota, Russia
- 3.4.3 Aero2, Poland
- 3.4.4 MVS communications, Mexico
- 3.4.5 Kenya's LTE Wholesale Network: PPP Model

CHAPTER 4: LTE PRICING STRATEGIES 2013-2018

- 4.1 LTE Pricing Options and Trends
- 4.2 Throttling Unlimited Data Plans – How long can you offer?
 - 4.2.1 Orange, UK
 - 4.2.2 AT&T, USA
 - 4.2.3 LTE Pricing – How does the end-user perceive it?
- 4.3 Positioning of LTE Services – A Make or Break Strategy for MNOs: Urban/Rural/Unserved/ Underserved/ Developed Areas – Suggestions & Guidelines
- 4.4 LTE Tariff Plans of Major Operators
 - 4.4.1 Verizon Wireless, USA
 - 4.4.2 AT&T Mobility, USA
 - 4.4.3 MetroPCS, USA
 - 4.4.4 TeliaSonera, Sweden
 - 4.4.5 Vodafone, Germany
 - 4.4.6 Telefonica (O2), Germany
 - 4.4.7 Telefonica (O2), Czech Republic
 - 4.4.8 Telecom Italia, Italy
 - 4.4.9 Yota, Russia
 - 4.4.10 NTT DoCoMo, Japan
 - 4.4.11 SoftBank, Japan
 - 4.4.12 SK Telecom, South Korea
 - 4.4.13 LG U+, South Korea
 - 4.4.14 KT Corp., South Korea
 - 4.4.15 Bharti Airtel, India
 - 4.4.16 Telstra, Australia
 - 4.4.17 SingTel, Singapore
 - 4.4.18 VivaCell-MTS, Armenia
 - 4.4.19 Etisalat, UAE
 - 4.4.20 Zain, Saudi Arabia

LIST OF TABLES

Table 2-1 Verizon's Share Everything Plan for Phones and Internet Devices, October 2013

Table 2-2 Telia Sweden – Telia Mobile Broadband Plan, July 2013

Table 2-3 Telia Sweden – Telia Mobile Broadband Plus Plan, July 2013

Table 2-4 Telia Sweden – Telia ExtraSim Plan, July 2013

Table 2-5 Telenor Sweden LTE Mobile Broadband Plans for Tablet, October 2013

Table 2-6 Tele2 Sweden LTE Mobile Broadband Plans, October 2013

Table 2-7 Vodafone Germany LTE Data Plans, 2013

Table 2-8 Major LTE MVNOs, 2013

Table 2-9 Advantages and Disadvantages of LTE for Early Movers

Table 3-1 LTE Wholesale Business Model SWOT Analysis

Table 4-1 Verizon's Share Everything Plan for Phones and Internet Devices, October 2013

Table 4-2 Verizon's Share Everything Plan for Internet only Devices, October 2013

Table 4-3 AT&T LTE Pricing Plans, July 2013

Table 4-4 New iPad Comparisons, AT&T vs. Verizon, July 2013

Table 4-5 MetroPCS LTE Price Plans, September 2013

Table 4-6 Telia Sweden – Telia Mobile Broadband Plan, September 2013

Table 4-7 Telia Sweden – Telia Mobile Broadband Plus Plan, September 2013

Table 4-8 Telia Sweden – Telia ExtraSim Plan, September 2013

Table 4-9 Vodafone Germany LTE Data Plans for Laptops & Tablets, October 2013

Table 4-10 Telefonica (O2), Germany LTE Price Plans, August 2013

Table 4-11 Telefonica (O2), Czech Republic's LTE Price Plans, August 2013

Table 4-12 Telecom Italia LTE Price Plans (Tablets), September 2013

Table 4-13 Yota (St. Petersburg) LTE Price Plans, September 2013

Table 4-14 NTT DoCoMo's New LTE Billing Plans, 2013

Table 4-15 NTT DoCoMo's Monthly Charges (including Tax) for Voice Calls, 2013

Table 4-16 NTT DoCoMo's Monthly Charges (including Tax) for Packet Data Billing Plans, 2013

Table 4-17 SoftBank's 4G Unlimited Data Discount Flat Plan, July 2013

Table 4-18 SK Telecom's LTE Price Plans, 2012

Table 4-19 LG U+ LTE Data-only Plan, October 2013

Table 4-20 KT's LTE Rate Plans, October 2013

Table 4-21 Airtel's 3G Data Plans, October 2013

Table 4-22 Airtel's 4G LTE Price Plans (Postpaid), October 2013

Table 4-23 Telstra's Mobile Broadband Freedom Plans, October 2013

Table 4-24 Telstra's Bigpond Mobile Broadband Plans, October 2013

Table 4-25 SingTel's 4G Mobile Broadband Plans (for Laptops & Tablets), October 2013

Table 4-26 SingTel's LTE Data Plans for Smartphones, October 2013

Table 4-27 VivaCell-MTS LTE Postpaid Data Plans (Modems only), October 2013

Table 4-28 Etisalat's 4G LTE Mobile Broadband Plans, October 2013

Table 4-29 Zain's "SPEED 4G" Broadband Data Plans, October 2013

LIST OF FIGURES

Figure 2-1 TeliaSonera's LTE Rollout Roadmap, 2009-2013

Figure 2-2 Network Deployment Strategies Adopted by Early Movers

Figure 3-1 Mobile Broadband Wholesale Market (In US\$ billion), 2012, 2016 & 2020

Figure 4-1 The Evolution of Data Pricing and ARPU Trend

Figure 4-2 LTE Oriented Services in Consumer Segment

Figure 4-3 LTE Oriented Services in Business Segment

Worldwide LTE Operators' Case Studies

CHAPTER 1: MONETISE PART-II

CHAPTER 2: VERIZON WIRELESS, USA

2.1 Company Overview

2.2 Data Price Plans

2.3 Verizon's LTE Subscription

2.4 Verizon's 4G LTE Devices Sold

2.5 Future Plans and Challenges

CHAPTER 3: SK TELECOM, SOUTH KOREA

3.1 Company Overview

3.2 LTE Price Plans

3.3 Future Plans in LTE Segment

3.4 World's First MultiCarrier LTE

CHAPTER 4: NTT DOCOMO, JAPAN

4.1 Company Overview

4.2 LTE Price Plans

4.3 LTE Subscriber Uptake

4.4 Future Plans in LTE Segment

CHAPTER 5: AT&T MOBILITY, USA

- 5.1 Company Overview
- 5.2 What advantage does AT&T carry over Verizon?
- 5.3 LTE Price Plans
- 5.4 Future Plans and Strategies

CHAPTER 6: LG U+, SOUTH KOREA

- 6.1 Company Overview
- 6.2 LTE subscribers
- 6.3 LTE Price Plans
- 6.4 Future Plans in LTE Segment

CHAPTER 7: KT CORP., SOUTH KOREA

- 7.1 Company Overview
- 7.1 LTE Subscribers
- 7.1 LTE Price Plans
- 7.1 Future Plans in LTE Segment

CHAPTER 8: CHINA MOBILE, CHINA

- 8.1 Company Overview
- 8.2 What restricts China Mobile's 3G Growth?
- 8.3 Reasons for Delay in Launch of LTE Services
- 8.4 LTE Future Plans

CHAPTER 9: BHARTI AIRTEL, INDIA

- 9.1 Company Overview
- 9.2 Data Price Plans
- 9.3 4G take-off on 3G struggle?

CHAPTER 10: SPRINT, USA

- 10.1 Company Overview
- 10.2 4G WiMAX Subscribers

10.3 Switching from WiMAX to LTE

10.4 Future Plans and Strategies

CHAPTER 11: T- MOBILE US, USA

11.1 Company Overview

11.2 HSPA+ Coverage and Data Consumption

11.3 Future Plans and Strategies

CHAPTER 12: METROPCS, USA (A BRAND OF T-MOBILE US)

12.1 Company Overview

12.2 LTE Price Plans

12.3 Why lower adoption rate?

CHAPTER 13: TELIASONERA, SWEDEN

13.1 Company Overview

13.2 Strategy behind being the Global LTE Pioneer

13.3 TeliaSonera's LTE Subscriber Base

13.4 LTE Price Plans

13.5 Future Plans in LTE Segment

CHAPTER 14: VODAFONE, GERMANY

14.1 Company Overview

14.2 LTE Price Plans

CHAPTER 15: TELEFONICA, SPAIN [TELEFONICA O2, CZECH REPUBLIC & TELEFONICA O2, GERMANY]

15.1 Company Overview

15.2 LTE Price Plans

CHAPTER 16: TELECOM ITALIA, ITALY

16.1 Company Overview and LTE Roadmap

CHAPTER 17: ORANGE, FRANCE

17.1 Company Overview

17.2 Reasons for Delay in the Launch of LTE in France

CHAPTER 18: YOTA, RUSSIA

18.1 Company Overview

18.2 What made Yota Shift to LTE?

18.3 LTE Unlimited Data Pricing Strategy

18.4 Future Plans in LTE Segment

CHAPTER 19: KDDI, JAPAN

19.1 Company Overview

19.2 WiMAX Subscribers

19.3 Future Plans in LTE Segment

CHAPTER 20: SOFTBANK, JAPAN

20.1 Company Overview

20.2 Data Price Plans

20.3 Future Plans in LTE Segment

CHAPTER 21: TELSTRA, AUSTRALIA

21.1 Company Overview

21.2 LTE Price Plans

21.3 Future Plans in LTE Segment

CHAPTER 22: SINGTEL, SINGAPORE

22.1 Company Overview

22.2 LTE Price Plans

CHAPTER 23: VIVACELL-MTS, ARMENIA

23.1 Company Overview

23.2 LTE Price Plans

CHAPTER 24: ETISALAT, UAE

- 24.1 Company Overview
- 24.2 LTE Price Plans
- 24.3 Etisalat's Future Strategies

CHAPTER 25: ZAIN, SAUDI ARABIA

- 25.1 Company Overview
- 25.2 LTE Price Plans
- 25.3 Recent Happenings in LTE/ Financing/ Network Management

CHAPTER 26: UCELL, UZBEKISTAN

- 26.1 Company Overview
- 26.2 CAPEX Optimisations Strategy

LIST OF TABLES

- Table 2-1 Verizon's Share Everything Plan for Phones and Internet Devices, October 2013
- Table 2-2 Verizon's Share Everything Plan for Internet only Devices, October 2013
- Table 3-1 SK Telecom's LTE Price Plans, 2012
- Table 4-1 NTT DoCoMo's New LTE Billing Plans, 2013
- Table 4-2 NTT DoCoMo's Monthly Charges (including Tax) for Voice Calls, 2013
- Table 4-3 NTT DoCoMo's Monthly Charges (including Tax) for Packet Data Billing Plans, 2013
- Table 5-1 AT&T LTE Pricing Plans, July 2013
- Table 5-2 New iPad Comparisons, AT&T vs. Verizon, July 2013
- Table 6-1 LG U+ LTE Data-only Plan, October 2013
- Table 7-1 KT's LTE Rate Plans, October 2013
- Table 9-1 Airtel's 3G Data Plans, October 2013
- Table 9-2 Airtel's 4G LTE Price Plans (Postpaid), October 2013
- Table 11-1 T-Mobile US Mobile Broadband Plans, September, 2013
- Table 12-1 MetroPCS LTE Price Plans, September 2013
- Table 13-1 Telia Sweden – Telia Mobile Broadband Plan, September 2013
- Table 13-2 Telia Sweden – Telia Mobile Broadband Plus Plan, September 2013
- Table 13-3 Telia Sweden – Telia ExtraSim Plan, September 2013
- Table 14-1 Key Regions of Vodafone Group (In Million), June 30, 2013

Table 14-2 Vodafone Germany LTE Data Plans for Laptops & Tablets, October 2013

Table 15-1 Telefonica (O2), Czech Republic's LTE Price Plans, August 2013

Table 15-2 Telefonica (O2), Germany LTE Price Plans, August 2013

Table 16-1 Telecom Italia LTE Price Plans (Tablets), September 2013

Table 18-1 Yota (St. Petersburg) LTE Price Plans, September 2013

Table 20-1 SoftBank's 4G Unlimited Data Discount Flat Plan, July 2013

Table 21-1 Telstra's Mobile Broadband Freedom Plans, October 2013

Table 21-2 Telstra's Bigpond Mobile Broadband Plans, October 2013

Table 22-1 SingTel's 4G Mobile Broadband Plans (for Laptops & Tablets), October 2013

Table 22-2 SingTel's LTE Data Plans for Smartphones, October 2013

Table 23-1 VivaCell-MTS LTE Postpaid Data Plans (Modems only), October 2013

Table 24-1 Etisalat's 4G LTE Mobile Broadband Plans, October 2013

LIST OF FIGURES

Figure 2-1 Verizon's LTE Subscribers (In Million), Q2 2012 and Q2 2013

Figure 2-2 Verizon's 4G LTE POP (In Million), Q2 2012 and Q2 2013

Figure 2-3 Verizon's 4G LTE Devices Sales (In Million), Q2 2012 and Q2 2013

Figure 3-1 SK Telecom's LTE Subscribers (In Million), April 2013 - June 2013

Figure 4-1 NTT DoCoMo's LTE Subscribers (In Thousands), December 2010- August 2012

Figure 6-1 LG U+ LTE Subscribers (In Million), Q2 2012 and Q2 2013

Figure 7-1 KT's LTE Subscribers (In Million), Q2 2012–Q2 2013

Figure 8-1 China Mobile's 3G Numbers (In Million), March 2013 – August 2013

Figure 10-1 Sprint Clearwire 4G WiMAX Subscribers (In Million), Q1 2011 - Q1 2012

Figure 12-1 MetroPCS' LTE Subscriber Base (In Million), 2011, Q1 2012, Q2 2012 and Q1 2013

Figure 19-1 KDDI's WiMAX Quarterly Subscribers (In Thousands), Q2 2012 – Q2 2013

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