Telecom's biggest vendors: 3Q19 edition

About the report:

The goal of this report series is to equip telecom industry decision-makers with a comprehensive view of spending trends and vendor market power in their industry. To do this we assess technology vendors' revenues in the telecom vertical, across a wide range of company types and technology segments.

Scope of the report:

- o Vendor coverage: Network equipment providers (NEPs), IT services providers (ITSPs), and
- Cabling & connectivity vendors (CCVs).
- Sales tracked: revenues to the TNO vertical, including equipment, software and services. As reported, or MTN Consulting estimates.
- o Timeframe covered: 1Q13-3Q19 (January 2013 September 2019)

Report structure and excerpts from key sections:

Abstract Overview	3Q19 results	Top 20 profiles	1-company snapshot	5-company charts	>
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3Q19 Results Tab:

This tab presents Telco NI vendor revenues through 3Q19 and discusses the performance and outlook of key vendors. Key topics discussed include:

- Relationship between Telco NI revenues with telco capex and opex
- Top 20 vendors' performance in 3Q19 and outlook for the rest of 2019
- Supply chain shifts from M&A and political factors affecting the market



Top 20 Profiles Tab:

This tab presents mini-profiles for each of the quarter's top 20 vendors in Telco NI, illustrating recent sales trends, telecom market share, customers, competitors, and recent M&A activity.



Related Reports:

- 1. <u>Telecommunications Network Operators: 2Q19 Market Review</u>
- 2. Carrier-Neutral Network Operators: 2Q19 Market Review
- 3. Webscale Network Operators: 2Q19 Market Review