

Opportunity Analysis for xDSL Test Equipment Markets—A Future Perspective

Description: Economic Slowdown Curbs Spending on Test Equipment
The economic downturn that is gripping North America has forced many competitive local exchange carriers (CLECs) out of the xDSL market, dramatically reducing the pace of service deployment. As a result, industry participants are now intensely debating the market's future and questioning what actions are necessary in light of the slowing economy and weakening consumer confidence.

This Frost & Sullivan study endeavors to identify growth opportunities and recommend successful business strategies for the xDSL test equipment markets. By allowing industry participants to strategize based on company size, product type, manufacturer, and geographic region, this analysis provides users a valuable tool in navigating the future of the field.

Increasing Number of Contract Manufacturers Provide New Sales Opportunities

With a growing amount of customer premise equipment and central office equipment being manufactured in the Asia Pacific region, an increasing number of network equipment manufacturers are relocating to the area. The entrance of more Asian contract manufacturers is expected to drive the market. Presently, Taiwanese hardware manufacturers present valuable opportunities for functional xDSL test equipment.

"Due to excess capacity in the manufacturing plant, opportunities for test equipment vendors in 2001 are limited," says the study's author. "However, as xDSL deployment continues in 2002 and 2003, the demand for functional test equipment by contract manufacturers is likely to increase."

Tremendous Revenue Growth Projected for Latin American Markets

"Research indicates that xDSL subscriber growth in Latin America is expected to exceed 160 percent during the forecast period," says the author. Latin America accounted for a small portion of the total world revenues in 2000, but aggressive deployment in Argentina, Brazil, Chile, and Mexico will provide important new revenue sources for test equipment manufacturers.

"The simplicity of acquiring residential services over existing copper lines and replacing traditional dial-up connections has made DSL an attractive option for upper-middle-class families," states the analyst. Automated test equipment participants are projected to see significant gains as incumbent telecommunications providers attempt to deploy service faster to meet demand. This study, which pinpoints areas of potential growth, will enable your company capitalize on a burgeoning marketplace.

Additional Information

Market Participants

3Com
Agilent Technologies Inc.
Aware, Inc.
Consultronics Ltd.
Cornet Technology, Inc.
DiscoveryCom/ Nokia Loopmaster
DLS TestWorks
Fluke Corp.
GenRad, Inc.
Harris Corp.
Hekimian
Merge Technologies, Inc.
NHC Communications, Inc.
Nitech

Netcom Systems
Simpler Networks, Inc.
Sunrise Telecom
Tektronix, Inc.
Telebyte, Inc.
Telecordia Technologies
Tollgrade Communication, Inc.
Teradyne, Inc.
TTC
Turnstone Systems
Wavetek, Wandel, & Goltermann

Related Companies
ADSL Forum
Alcatel USA Network Systems
Ameritech Corp.
BellSouth Corp.
Cisco Systems, Inc.
Lucent Technologies
SBC Communication, Inc.
Verizon Communications

Contents:

1. Executive Summary
 - A. Market Overview
 1. Introduction
 2. Analysis of World xDSL Test Equipment Market
 - A. Market Overview
 1. Introduction
 2. Market Drivers
 3. Market Restraints
 4. Market Engineering Award-Business Development Strategy
 - B. Market Analysis by Application
 1. Hand-Held xDSL Test Equipment
 2. Remote Automated xDSL Test Equipment
 3. Functional xDSL Test Equipment
 4. R&D xDSL Test Equipment
 - C. Market Analysis by Geographic Region
 1. North America
 2. Europe
 3. Asia Pacific
 4. Latin America
 5. Rest-of-World
 - D. Market Analysis by End-User
 1. Incumbent Local Exchange Carrier
 2. Competitive Local Exchange Carrier
 3. Network Equipment Manufacturers
 - E. Market Analysis by Technology
 1. ADSL Test Equipment
 2. SDSL Test Equipment
 3. Other DSL Test Equipment
 - F. Market Analysis by Type of Usage
 1. Business
 2. Residential
 3. Competitive Analysis of xDSL Test Equipment Market
 - A. Market Share by Application
 1. Hand-Held xDSL Test Equipment
 2. Remote Automated xDSL Test Equipment
 3. Functional and R&D xDSL Test Equipment
 - B. Market Share by Geographic Region

1. North America
2. Europe
3. Asia Pacific
4. Latin America
- C. Market Share by End-User
 1. Carriers and Service Providers
 2. Network Equipment Manufacturers

4. Trends Analysis of xDSL Test Equipment Market
 - A. Market and Technology Trends
 1. Technology Trends
 2. Pricing Trends
 - B. Market Challenges
 1. Introduction
 2. Slow Economic Conditions in North America Limit Test Equipment Sales
 3. xDSL Market Consolidation in North America Shrinks Test Equipment Customer Base
 4. Keeping Pace with Rapidly Evolving xDSL Standards

5. Opportunity Analysis of xDSL Test Equipment Market
 - A. Opportunity Analysis by Application
 1. Hand-Held xDSL Test Equipment
 2. Remote Automated xDSL Test Equipment
 3. Functional xDSL Test Equipment
 4. R&D xDSL Test Equipment
 - B. Opportunity Analysis by Geographic Region
 1. North America
 2. Europe
 3. Asia Pacific
 4. Latin America
 - C. Opportunity Analysis by End-User
 1. Incumbent Local Exchange Carrier
 2. Competitive Local Exchange Carrier
 3. Network Equipment Manufacturers

6. Strategic Recommendation for the xDSL Test Equipment Market
 - A. Recommendation by Application
 1. Installation & Commissioning Equipment
 2. Functional and R&D Test Equipment
 - B. Recommendation by Geographic Region
 1. North America
 2. Europe
 3. Asia Pacific
 4. Latin America

7. Appendix
 - A. Terms and Definitions
 1. List of Abbreviations
 2. Glossary of Terms
 - B. Database of Key Industry Participants
 1. Major Companies
 2. Related Companies

List of Figures

Chapter 2 - .

- xDSL Test Equipment: Unit Shipment and Revenue Forecasts (World), 1998-2008
- xDSL Test Equipment: Market Drivers Ranked in Order of Impact (World), 2001-2007
- xDSL Test Equipment: Market Restraints Ranked in Order of Impact (World), 2001-2007
- Hand-Held xDSL Test Equipment: Unit Shipment and Revenue Forecasts (World), 1998-2008
- Remote Automated xDSL Test Equipment: Unit Shipment and Revenue Forecasts (World), 1998-2008
- Functional xDSL Test Equipment: Unit Shipment and Revenue Forecasts (World), 1998-2008

R&D xDSL Test Equipment: Unit Shipment and Revenue Forecasts (World), 1998-2008
xDSL Test Equipment: Revenue Forecasts (North America), 1998-2008
xDSL Test Equipment: Revenue Forecasts (Europe), 1998-2008
xDSL Test Equipment: Revenue Forecasts (Asia Pacific), 1998-2008
xDSL Test Equipment: Revenue Forecasts (Latin America), 1998-2008
xDSL Test Equipment: Revenue Forecasts (Rest of the World), 1998-2008
xDSL Test Equipment: Revenue Forecasts (World) for Incumbent Local Exchange Carriers (ILEC), 1998-2008
xDSL Test Equipment: Revenue Forecasts (World) for Competitive Local Exchange Carriers (ILEC), 1998-2008
xDSL Test Equipment: Revenue Forecasts (World) for Network Equipment Manufacturers (NEM), 1998-2008
xDSL Test Equipment: Revenue Forecasts (World) for Asymmetric Digital Subscriber Line (ADSL), 1998-2008
xDSL Test Equipment: Revenue Forecasts (World) for Symmetric Digital Subscriber Line (ADSL), 1998-2008
xDSL Test Equipment: Revenue Forecasts (World) for Other Digital Subscriber Line technologies(Other), 1998-2008
xDSL Test Equipment: Revenue Forecasts (World) for Business Subscribers 1998-2008
xDSL Test Equipment: Revenue Forecasts (World) for Residential Subscribers 1998-2008

Chapter 3 - .

Hand Held Test Equipment Market: Market Share Trends of Major Market Participants (World), 2000-2001
Remote Automated xDSL Test Equipment Market: Company Market Share by Revenues (World), 2000
Functional & R&D xDSL Test Equipment Market: Company Market Share by Revenues (World), 2000
xDSL Test Equipment Market: Company Market Share by Revenues (North America), 2000
xDSL Test Equipment Market: Company Market Share by Revenues (Europe), 2000
xDSL Test Equipment Market: Company Market Share by Revenues (Asia Pacific), 2000
xDSL Test Equipment Market: Company Market Share by Revenues (Latin America), 2000
xDSL Test Equipment Market: Company Market Share by Revenues for the Carrier & Service Provider Market (World), 2000
xDSL Test Equipment Market: Company Market Share by Revenues for the Network Equipment Manufacturer Market (World), 2000

Chapter 4 - .

xDSL Hand-Held Test Equipment: Pricing Forecasts (World), 2000-2008
xDSL Remote Automated Test Equipment: Pricing Forecasts (World), 2000-2008
xDSL Functional Test Equipment: Pricing Forecasts (World), 1998-2008
xDSL Test Equipment Market: Impact of Top Industry Challenges (World), 2001-2008
Total Rechargeable Battery Market for Mobile Information Technology and Telecommunication Devices: Strategies Addressing Major Market Challenges (World), 2001

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