

**Alcatel Market Opportunities, Strategies, and Forecasts,  
2004 to 2009**

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**Alcatel**

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*Picture by Susie Eustis*

**MOUNTAINS OF OPPORTUNITY**

**WinterGreen Research, Inc.  
Lexington, Massachusetts**

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**CHECK OUT THESE KEY TOPICS**

*ALCATEL DWDM MARKET SHARES*  
*ALCATEL WORLDWIDE MARKET SEGMENT REVENUE*  
*MARKET ENVIRONMENT AND STRATEGIC DIRECTION*

Digital Loop Carrier Market Shares

Converged Voice and Data Network  
IP Architecture

*MARKETS FOR EQUIPMENT FOR TELECOMMUNICATIONS*

*CONVERGED NETWORK REVOLUTIONS*

*COMMUNICATIONS INDUSTRY*

*ALCATEL MOBILE NETWORKS POSITIONING*

*ALCATEL BROADBAND POSITIONING*

*ALCATEL TRANSPORT POSITIONING*

*ALCATEL BUSINESS ACCESS POSITIONING*

*OPEN STANDARDS*

*IP CORE NETWORKS*

*INTERCONNECTION*

**OPPORTUNITY ABOUNDS**

WinterGreen Research, Inc.

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The service provider converged voice and data network promises to be implemented as nodes in a neighborhood or remote switches in regional locations. Alcatel offers products that provide the base for broadband services delivery.

The Internet is poised to spin off thousands of specialized broadband services. The access network needs digital loop carriers (DLCs) that provide the platform for delivery of these services. Alcatel equipment is positioned as economical and scalable vehicles to deliver POTS, narrowband, and broadband services. Lack of knowledge about broadband architecture capability is a factor prompting delayed spending by carriers.

Any significant changes in broadband regulation could trigger growth in the access market by encouraging carriers to invest in upgrading neighborhood networks with new equipment that delivers broadband services. Congress' enactment of the 1996 Telecommunications Act (the Act) created an environment in which carriers accelerated their offerings of voice, data and video services. In February 2003, the Federal Communications Commission (FCC) adopted new rules concerning incumbent local exchange carrier obligations for elements of their networks.

Growing market demand for high bandwidth services is forcing telecom providers to reevaluate their network planning models and create new ones. Network planners and engineers responsible for this emerging network face a complex problem: how to effectively implement a network that optimizes diverse such as voice, video, and data services.

Alcatel is at the forefront of change in the communications equipment business. Customers can be served by a central office (CO) or by remote facilities. Being able to deploy the same temperature-hardened ASAM in remote cabinets, controlled environment vaults, existing DLC cabinets, and central offices gives service providers service ubiquity across their entire networks.

Alcatel has expanded its participation in mobile communications markets with this segment accounting for 26% of the revenue for the first three quarters of 2003. Fixed communications accounted for 42% of total revenues for the first three quarters 2003. DSL and broadband are expected to account for an increasing proportion of Alcatel fixed infrastructure communications revenue.

## Companies Profiled

### Market Leaders

#### DWDM

Nortel  
Alcatel  
NEC  
Ciena  
Lucent

#### NGDLC

Alcatel  
Advanced Fibre Communication (AFC)  
Marconi  
Lucent  
Zhone

#### DSL Equip

Alcatel  
UTStarCom  
Huawei  
Cisco  
Nortel

### Other Market Participants

Tellabs  
Siemens  
Sorrento

# Alcatel Market Strategies and Forecasts, 2004-2009

## REPORT METHODOLOGY

THIS IS THE *TWO-HUNDRED AND FIFTH* REPORT IN A SERIES OF MARKET RESEARCH REPORTS THAT PROVIDE FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, COMPUTER, SOFTWARE, AND TELEPHONE EQUIPMENT. THE PROJECT LEADERS TAKE DIRECT RESPONSIBILITY FOR WRITING AND PREPARING EACH REPORT. THEY HAVE SIGNIFICANT EXPERIENCE PREPARING INDUSTRY STUDIES. FORECASTS ARE BASED ON PRIMARY RESEARCH AND PROPRIETARY DATA BASES. FORECASTS REFLECT ANALYSIS OF THE MARKET TRENDS IN THE SEGMENT AND RELATED SEGMENTS. UNIT AND DOLLAR SHIPMENTS ARE ANALYZED THROUGH CONSIDERATION OF DOLLAR VOLUME OF EACH MARKET PARTICIPATION IN THE SEGMENT. INSTALLED BASE ANALYSIS AND UNIT ANALYSIS IS BASED ON INTERVIEWS AND AN INFORMATION SEARCH. MARKET SHARE ANALYSIS INCLUDES CONVERSATIONS WITH KEY CUSTOMERS OF PRODUCTS, INDUSTRY SEGMENT LEADERS, MARKETING DIRECTORS, DISTRIBUTORS, LEADING MARKET PARTICIPANTS, OPINION LEADERS, AND COMPANIES SEEKING TO DEVELOP MEASURABLE MARKET SHARE. OVER 200 IN DEPTH INTERVIEWS ARE CONDUCTED FOR EACH REPORT WITH A BROAD RANGE OF KEY PARTICIPANTS AND INDUSTRY LEADERS IN THE MARKET SEGMENT.

**YOU MUST HAVE THIS STUDY**

# Alcatel Market Opportunities, Strategies, and Forecasts, 2004 to 2009

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**ALCATEL TECHNOLOGY**

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**ALCATEL TELECOMMUNICATIONS AND IP DATA COMMUNICATIONS MARKET DYNAMICS AND MARKET DESCRIPTION**

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