

**2000**  
PERSPECTIVE  
ON THE  
TELECOM  
MARKETPLACE

# Provisioning of Private Line and Frame Relay Services: A Global Perspective 1999-2004

**134 Pages      34 Tables   21 Figures      Forecasts through 2004**

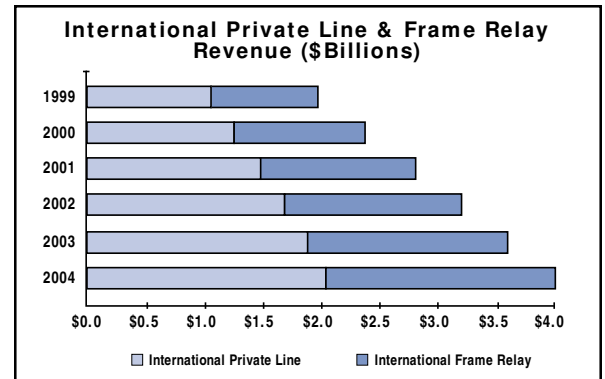
## Confident Outlook in Foreign Markets

Pundits have been writing obituaries for private line service for years—and they are doing it again. With the increasing availability of ATM, IP, and other broadband services, many are questioning the outlook for the private line market. More recently, frame relay's future has seemed hazy, again considering competition from new emerging technologies.

Insight Research is taking the long view when it comes to private line and frame relay, especially in international markets. From 1999 to 2004, we predict international private line will enjoy a compound annual growth rate of 14%—and 16% for international frame relay.

Private line will remain strong internationally, especially in Western Europe where greater availability of higher bandwidth facilities has increased competition on international routes. Now that companies can purchase T-1/E-1 at lower rates, they are more inclined to concentrate their networks over these facilities and create more hubs for their networks in countries such as the UK, France, and Germany.

While US-based frame relay customers migrate toward ATM, IP, and virtual private networks (VPNs), Insight expects this traffic to terminate over frame relay in foreign countries.



*Provisioning of Private Line and Frame Relay: A Global Perspective* discusses the major trends effecting international networks, forecasting private line and frame relay revenue in Western Europe, Asia/Pacific, and the Rest of the World. Five carrier profiles review service options, managed bandwidth services, and ordering and provisioning systems and practices. No other market research study delves into the dynamics of international private line and frame relay; this comprehensive report is the first and only to provide detailed market forecasts for these services.

### Five-Year Forecasts

### Report Features

#### International Private Line Service Revenue by Circuit Class:

- T-1
- T-3 (E-3)
- DS-0

#### International Private Line and Frame Relay Service Revenue by Region:

- Asia/Pacific
- Western Europe
- Rest of World

#### International Frame Relay Service Revenue

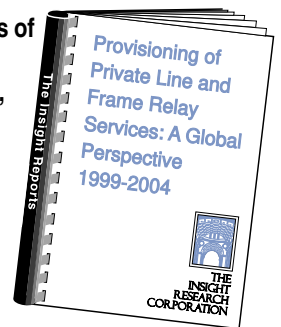
#### Annual Growth Rates for International Private Line and Frame Relay Services

- ✓ Service provisioning profiles of five leading international carriers: AT&T, MCI Worldcom, Sprint, Concert, and Equant

- ✓ Technical discussion of private line, frame relay, managed bandwidth services, and provisioning systems and practices

- ✓ Past, present, and future market trends

- ✓ Analysis of competition from IP-based services



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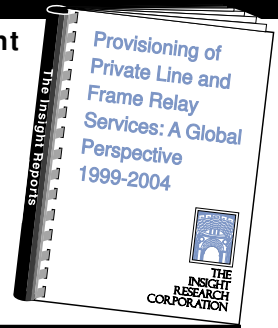
Gatehall I  
One Gatehall Drive  
Parsippany, NJ 07054  
973/605-1400  
fax: 973/605-1440  
info@insight-corp.com  
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The international telecommunications marketplace can indeed be a bewildering place. Conflicting national policy goals, shifting vendor alliances and a steady stream of new technology claims come together in the most dynamic segment of the new global economy.

Understanding it all requires a sense of perspective. INSIGHT's perspective comes from nearly a decade of market research expertise, performed by senior-level analysts with at least 10 to 15 years of practical industry experience in engineering, product management, marketing and business development.

Every INSIGHT market research report sets up the issues and market conditions, describes the players, cites the technology factors and projects marketplace trends with balanced mix of qualitative and quantitative data.

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Gatehall I  
One Gatehall Drive  
Parsippany, NJ 07054  
973/605-1400  
fax: 973/605-1440  
info@insight-corp.com  
www.insight-corp.com