

# The Worldwide Communications Equipment Assembly Market

## A Strategic Report on Global Communications Equipment Assembly

### Product Coverage

Cellular Handsets  
Cellular Infrastructure  
Other Phones  
Enterprise LANs  
Wireless LANs  
DSL/CM  
PBX/Other CPE  
Carrier-Class Equipment

### Report Highlights

- **OEM Analysis, 2005 Revenue and COGS**
  - ◆ By Product
  - ◆ By Region
  - ◆ By Mfg Source
- **Forecast, 2006–2010 COGS**
  - ◆ By Product
  - ◆ By Region
  - ◆ By Mfg Source
- **OEM Profiles**

The worldwide communications equipment market generated \$309 billion in revenue in 2005. The cost of goods sold (COGS) for this equipment came to \$192 billion and will grow to \$276 billion by 2010. Until now, however, it has been nearly impossible to find market research that spans this entire market. To remedy this situation, *Electronic Trend Publications* is pleased to present, **The Worldwide Communications Equipment Assembly Market, 2006 Edition**, a report that provides a unique perspective on the entire market for communications equipment assembly.

The report begins with an analysis of the 2005 communications equipment revenue of the world's top communications OEMs. The revenues for each OEM are detailed in a matrix of nine product segments and three regions. Regional revenue is presented on a "where sold" basis.

This OEM analysis then switches to an analysis of global communications equipment production in 2005. COGS for the top OEMs are detailed by the same nine product categories and three regions as provided for revenue. Regional COGS is given on a "where assembled" basis. The COGS data also includes a breakdown between outsourced and in-house manufacturing by OEM, product, and region.

Using the 2005 analysis as the baseline, the report next presents COGS forecasts for 2006 through 2010 by product segment, region, and outsourced versus in-house manufacturing. As the fortunes of individual companies are much too complex to predict, forecasts are not provided for individual OEMs.

Finally, the report presents profiles of the 49 OEMs used in the analysis. Each profile contains a brief qualitative analysis of the company's operations, accompanied by a table containing the quantitative data.

Because the future of the communications equipment market is critical to your business, please review the report's outline on the following page. **The Worldwide Communications Equipment Assembly Market, 2006 Edition** provides an economical way to survey this entire market. The report sells for \$2495, with extra copies \$350. Each copy includes both a hardbound version and a single-user PDF file on CD-ROM. (Corporate licensing is available—contact us for pricing.) Order your copies today!

#### About the Author

**Randall Sherman**, president of New Venture Research Corp. a California market research and business consulting firm focused on the EMS and OEM electronics manufacturing industries, serves as principal analyst for this report. Mr. Sherman has more than 20 years' experience in technology and business research. He began his career as a telecom network design engineer. He has held senior positions at various market research firms including Creative Strategies and Frost and Sullivan. Mr. Sherman holds an MSEE from the University of Colorado and an MBA from Edinburgh School of Business.



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- Other Communications Equipment

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#### Company Summary Data Table—Products, Regions, Outsourced vs. In-house

3COM	LG Electronics
Adaptec	Lucent
ADC Telecommunications	Marconi
Adtran, Inc.	Matsushita
Alcatel	Mitel
Alcatel Shanghai Bell	Motorola
Allied Telesis	NEC
Avaya	Netgear
BenQ	Nokia
Brocade Communications	Nortel
China Electronics	Panda Electronics
China Putian	Philips
Ciena	Sagem
Cisco Systems	Samsung
D-Link	Sanyo
Eastcom	Sharp
ECI Telecom	Siemens
Ericsson	Sony Ericsson
Extreme Networks	Spirent
Fujitsu	Thomson
Hitachi	Toshiba
Hewlett Packard	UTStarcom
Huawei	VTech
Juniper Networks	ZTE
Kyocera	

Regions—Americas, Europe Middle East Africa (EMEA), Asia Pacific (APAC)

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