

Sample In-House Agenda

Technology Forecasting for the Telecom Industry™

This three-day seminar combines instruction in technology forecasting and planning and provides an excellent overview of trends in the telecom industry.

Fundamental Drivers in Telecommunications

- The fundamental, long-term drivers that are shaping the telecom industry and its role in business and society.
- Why telecom is now such a dynamic and turbulent industry.

Forecasts for Internet/Online Access

- Forecasts for residential digital access and data rate requirements.
- Strategies for providing high-speed services.
- Forecasts for the adoption of ADSL and fiber optics.

Packet vs. Circuit Switching and Internet Voice

- Forecasts of the transition to ATM and IP switching.
- Prospects for voice on the Internet.
- Strategic issues for various carriers.

Implications of Convergence

- Group exercise to assess the impact of convergence from technology, market, and business perspectives.

Forecasts for Wireless Communications

- Trends in capacity, competitors, and usages.
- Forecasts of subscriber demand and price of cellular/PCS services.
- Discussion of digital technologies such as TDMA, GSM, and CDMA.
- Forecasts for the adoption of digital technologies.

Wireless Local Loop

- Technology alternatives: CDMA, LMDS, MMDS, and G3.
- Potential for voice, low-speed data, and Internet access.
- Forecasts for advanced WLL technologies.

Competitive Impacts on Voice Services

- Modeling and forecasting the impact of wireless on wireline voice services.
- Projecting the impact of competition on telco revenues and asset lives.

Implications of Wireless

- Group exercise to assess the impact of wireless communications from technology, market, and business perspectives

Forecasts for Fiber and SONET/SDH Adoption

- Patterns of adoption of fiber optics in communications networks.
- Drivers for SONET/SDH adoption and forecasts of SONET/SDH adoption in public telecom networks.

Forecasts for Switching Equipment

- Patterns of adoption of switching equipment.
- Modular change-outs in digital switches.
- Drivers for ATM adoption and forecasts of ATM adoption in public telecom networks.

Forecasts for Broadband Access

- Technology alternatives: HFC, FTTC, ADSL, etc.
- Competitive scenarios.
- Winning long-term strategies.

Implications of Telecom Changes

- Group exercise to assess the impact of broadband, ATM, and SONET from technology, market, and business perspectives.

Special Topics

Special sessions will depend on the interests and priorities of the attendees. Additional special focus sessions may be organized at the request of participants. Please contact TFI to make suggestions. The topics below will be presented in June.

- Technology Forecasts for Depreciation
- Demand Forecasting Applications
- Issues for the Cable Industry

This course may be tailored to your individual needs.



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