

Telecoms wholesale: review of 2008 and predictions for 2009

David James – February 2009 (3 pages)

Telstra Wholesale discount price: AUD 400 (+GST)

List price: AUD 600 (+GST)

Although new technologies and new partnerships brought significant changes to the wholesale market in 2008, the financial turmoil has yet to seriously impact many carriers. That is likely to change in 2009 as planning horizons shorten and attention turns to increasing efficiency, utilisation and resilience.

The wholesale telecoms market continued to develop through 2008, but it was characterised more by evolutionary than revolutionary change. At the beginning of 2008 we outlined our predictions for the coming year – now we can report that most of them turned out to be accurate.

Review of 2008

- Increasing emphasis on ROI
- Globalisation of customer requirements
- Swifter response to change
- Changes in global traffic patterns
- Changing role of regulation in wholesale
- Increasing demand for Ethernet services
- Security

2009 – Efficiency, utilisation and responsiveness will be the watchwords

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