



An Excess of Access: U.S. Access Equipment Market Brief, Issue 2

A new Report from **Millennium-Skyline Project**: “**An Excess of Access: U.S. Access Equipment Market Brief, Issue 2**” is a fresh look at the telco access market in the Internet Age. The Report identifies three key factors shaping the market: 1) The Telecommunications Act of 1996 and the Triennial Review; 2) The rise of the Internet; and, 3) The collapse of carrier capex. It looks at their impact and explains why the “*Next-Generation DLC*”, may be the “*Last-Generation DLC*”. Data, packet, and fiber are the new enabling technologies for triple-play services delivery.

Marketers and analysts rely on the FCC’s ARMIS database for market statistics. Several telcos have reported incorrect data, so the current ARMIS is flawed. The authors have traced the flawed data to its sources and conducted extensive primary research to correct it. The corrected data through year-end 2002 is supplemented and cross-referenced with data from other public and private sources.

The Report contains the only accurate statistics on the access market available today. Its key findings include: DLC penetration has saturated at 25% of total Working access lines; only 18% of access lines are on fiber, 53% of Equipped DLC line capacity is unused; 49% of loops are longer than 9 Kft; DLC RTs average about 200 lines; 84 % of RTs are 400 lines or less; only 8% of DLC lines are broadband-ready; 49% can’t be upgraded for broadband; DSL lines are growing at 32% a year, and FTTP will be available to over 13 million living units, 80% residential, by 2008. The Report concludes that telcos must reshape their access infrastructures, designed and built for the POTS-Era, for the new market realities and Internet-Age competition. Equipment suppliers must revise their product plans and marketing priorities accordingly.

“**An Excess of Access**” comprises 124 pages, with 76 exhibits. See enclosed **Table of Contents** and **Order Form**.

Issue 3 - Available 1Q2007!

Millennium-Skyline Project is pleased to announce the availability of [An Excess of Access, Issue 3](#) in 1Q2007. This update will present the latest data on telco access lines, DLC penetration, and DSL deployments showing how the installed base has changed since 2003. More important, this issue will include an extensive discussion of DSLAM, FTTx, and xPON technologies and associated economics, while weighing the pros and cons of high-profile initiatives such as Verizon’s FiOS and AT&T’s Project Lightspeed. The Issue 3 will also assess the opportunities and risks for access equipment vendors. What will the telcos do? Has Alcatel won control of the market? Where do the other vendors stand? Contact us for a *pre-release discount offer!*

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