



# Central and Eastern European Telecom Services Database

AN IDC DATABASE PRODUCT

Use IDC's *Central and Eastern European Telecom Services Database* to better plan service and technology rollouts, as well as sales and marketing initiatives. With in-depth market results and forecasts for telecoms network services to businesses and consumers in 17 CEE countries, our database provides an essential view of spending on network services, the installed base, and traffic. Our quarterly, easy-to-use tool ensures you can continuously assess the fastest-growing country markets, product segments, types of user, and key technologies.

## Markets Covered

This service provides a quarterly deliverable featuring the most recent updates of our comprehensive five-year forecasts:

- Fixed and mobile communications services in each of the following:
- Southeast Europe: Albania, Bosnia and Herzegovina, Bulgaria, Croatia, Macedonia, Montenegro, Romania, Serbia
- Baltics: Estonia, Latvia, Lithuania
- Central Europe: Czech Republic, Hungary, Poland, Slovakia, Slovenia
- Russia

## Subjects Analyzed

Every quarter, this service will address the following topics:

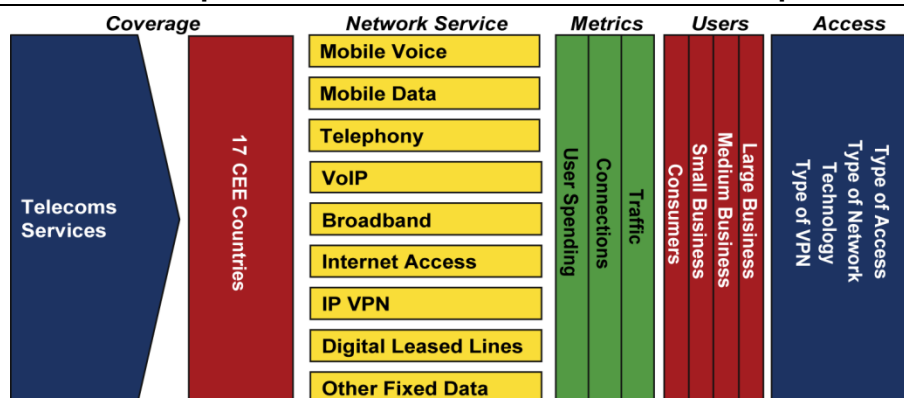
- Traditional fixed telephony services
- VoIP services
- Broadband services
- Internet access services
- IP VPN services
- Digital leased-line services
- Other fixed-data services
- Mobile voice services
- Mobile data services

## Key Questions Answered

This service addresses the following issues that are critical to your success:

1. How will user spending on telecom network services grow over the next five years, by service and by market segment?
2. Which CEE countries will provide the best opportunities over the next five years?
3. How is the balance of voice traffic shifting among PSTN/ISDN, VoIP, and mobile networks?
4. Which data services do corporate and SME customers use, and how is that evolving in each market?
5. How does user behavior compare across segments and markets, and how will it evolve?
6. What are the recent benchmarks for these services?

### Central and Eastern European Telecom Services Database — Scope of Research



Source: IDC

## Competitive Analysis

IDC's *Central and Eastern European Telecom Services Database* provides market sizing and forecasts for the telecommunications network services markets in Europe on a quarterly basis. It does not contain market share information or competitive analysis.

## Timely Delivery and Support

Every quarter this service delivers two products:

### Quarterly Assessment of the Central and Eastern European Telecom Markets

A set of Excel tables that show the latest five-year forecasts on each of the service areas for all individual country markets, as well as the total market size. Forecasts are broken down into individual components depending on the nature of each market. Full service definitions are also provided.

### Quarterly Data Query Tool

The easy-to-use query tool (based on Excel pivot tables) lets you quickly generate market data to a particular specification — the main options being country, product area, access type, type of measurement, and type of user.

## Respond to Today's Dynamic Market

### Poland

[Return to Main Menu](#)

#### Demographics:

Population: xx  
Households: xx  
Companies: xx

Fixed Line Voice

Internet Access

Digital Leased Lines

Mobile Voice

IP Voice

IP-VPN

Other Data Services

Mobile Data

Broadband

Total Telecom Market

### Fixed Line Voice

#### Connections

thousands

#### Total connections

##### PSTN lines

% growth

##### BRI-ISDN channels

% growth

##### PRI-ISDN channels

% growth

#### Total connections

% growth

#### Population penetration

Connections per population

	2007	2008	2009	2010	2011	2012	CAGR 07-12
PSTN lines	xxx	xxx	xxx	xxx	xxx	xxx	xx.x%
% growth		xx.x%	xx.x%	xx.x%	xx.x%	xx.x%	xx.x%
BRI-ISDN channels	xxx	xxx	xxx	xxx	xxx	xxx	xx.x%
% growth		xx.x%	xx.x%	xx.x%	xx.x%	xx.x%	xx.x%
PRI-ISDN channels	xxx	xxx	xxx	xxx	xxx	xxx	xx.x%
% growth		xx.x%	xx.x%	xx.x%	xx.x%	xx.x%	xx.x%
Total connections	xxx	xxx	xxx	xxx	xxx	xxx	xx.x%
% growth		xx.x%	xx.x%	xx.x%	xx.x%	xx.x%	xx.x%
Population penetration							
Connections per population	xx.x%	xx.x%	xx.x%	xx.x%	xx.x%	xx.x%	xx.x%

(Illustrative data only)

Source: IDC

FOR MORE INFORMATION, VISIT US AT [WWW.IDC.COM](http://WWW.IDC.COM).



International Data Corporation (IDC) is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology markets. IDC helps IT professionals, business executives, and the investment community make fact-based decisions on technology purchases and business strategy. More than 1,000 IDC analysts provide global, regional, and local expertise on technology and industry opportunities and trends in over 110 countries worldwide. For more than 46 years, IDC has provided strategic insights to help our clients achieve their key business objectives. IDC is a subsidiary of IDG, the world's leading technology media, research, and events company. You can learn more about IDC by visiting [www.idc.com](http://www.idc.com).

IDC CEMA, Male namesti 13, Prague 1, Czech Republic, 110 00, P.420.2.2142.3140 F.420.2.2142.3150

For a complete list of IDC's worldwide offices, visit [www.idc.com/offices](http://www.idc.com/offices)

IDC\_P12823\_0710