

# Pipeline

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## October Newswatch

By Tim Young, Editor-in-Chief

*Every month, Pipeline endeavors to bring you the latest news from the OSS/BSS, and wider communications space with the intent of highlighting some of the stories you may have missed, and perhaps contextualizing a few of the stories you didn't. For more news in the space, visit our News Center [here](#).*

Huawei has reported that Matt Bross has landed. Since the announcements of his departure from BT in late June, many in the industry have been speculating about where the outspoken panel-favorite would end up. The answer is "With Huawei... in North America." While Bross has been named the Global CTO for the firm, he's been tasked with helping to grow the business's North American penetration, which has already been strengthened by deals with the likes of Cox Communications. With Bross manning the tiller, Huawei's North American adventure is that much more compelling.

Nortel's outbound march continues: It was announced September 30 that the bankrupt giant would be auctioning off its GSM business segment (along with its GSM-R business line, used by railways). Bidders will be required to submit offers by Nov. 5, followed by an open auction Nov. 9. Earlier in September, courts in the US and Canada approved the sale of Nortel's enterprise business to Avaya for around \$900 million.



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Martin Group has announced that it has merged with Houston-based CHR Solutions to form what the two firms are billing as "the largest, single-source, resource-rich delivery of support and services to

their clientbase". The merger was effective September 25, and the new company will be known as CHR Solutions. The merged entity will provide services to more than 800 clients in all 50 states, as well as internationally. Martin Group's work with tier 2 and 3 carriers has been noted in previous issues of Pipeline, and we're curious to see if the new CHR will be able to maintain the same level of commitment to smaller, rural players.

Revenue leakage has a visible effect on CSP bottom lines, and much ink has been spilled over how to tighten leakages between carrier and customer. But what about leakage between carriers? Stratecast has released a new study, in cooperation with revenue assurance firm cVidya, which explores inter-carrier revenue leakage. According to the report, in the wholesale market, inter-carrier revenue leakage represents between 3 and 5 percent of service provider's total costs for traditional voice products, and between 7 and 11 percent for broadband products. No small amount.

Ovum has named BT's Global Services division the "*global leader of global leaders*" in its Enterprise Strategy Scorecard. The Scorecard report set out to evaluate every major telecommunications-led Global Services outfit and give a complete view of the capabilities and performance of service providers. The study is intended to unite research reports, surveys and enterprise client engagements from the past year, and evaluate evidence of market impact, user satisfaction, financial performance and progress against specific targets.



In US broadband news, it was announced September 29 that expanding broadband usage throughout the United States will require subsidies and investment in infrastructure upgrades of as much as \$350 billion. An FCC task force assigned to investigate the costs associated with extending broadband to underserved areas in the US found that the range of investment needed for extended service is between 20 and 350 billion USD. By contrast, President Obama set aside a relatively small 7.2 billion USD for broadband development in the economic stimulus plan. According to Reuters, the panel went on to state that approximately 1/3 of US households have access to broadband, but have not subscribed, and another 4 percent have no access at all.

Meanwhile, on the other side of the world, broadband may be on the brink of a big surge in Thailand. Pyramid Research is reporting that upcoming 3G and WiMax license awards will boost internet connectivity in Thailand, which will actually cause incumbents to lower prices and boost speeds. At around \$20 per user, ARPU in Thailand is already on par with South Korea, according to the report. That's in spite of the fact that South Korea has a higher per capita income.

Telefonica has revealed plans for a large-scale LTE trial that will cover six countries in Europe and Latin America. The trials are intended to test the mettle of its potential LTE vendors, which include Alcatel-Lucent, NEC, Nokia Siemens, Huawei, Ericsson, and ZTE. The trials will take place in the UK, Spain, Germany, the Czech Republic, Argentina, and Brazil. While LTE has been in the news lately, it has been firms in the US and Japan that have been the most bullish about the technology. The Spanish provider's work extends that LTE enthusiasm to Europe and Latin America in one fell swoop.

Bharti and MTN have abandoned merger plans [recently reported in Pipeline](#). The merger of the Indian and South African wireless carriers would have created one of the world's largest wireless companies. Bharti has stated that resistance from the South African government is at the heart of the botched merger. The two companies attempted a similar union in 2008, only to be rebuffed by the South African government that go-round as well. Well. As a fan of the Chicago Cubs, I can only say "there's always next year."