



**LIST OF EXHIBITS**

**EXHIBIT 1    RESPONDENTS HAVE STRONG PURCHASE INFLUENCE..... 2**

**EXHIBIT 2    RESPONDENTS ACCOUNT FOR ONE-THIRD OF WORLDWIDE CAPEX AND REVENUE ..... 3**

**EXHIBIT 3    RESPONDENT SERVICE PROVIDER TYPES ..... 4**

**EXHIBIT 4    GEOGRAPHIC DISTRIBUTION OF RESPONDENTS AND LTE COMMITMENTS  
REPORTED BY THE GSA ..... 5**

**EXHIBIT 5    WIRELESS NETWORK TYPES IN OPERATION..... 6**

**EXHIBIT 6    SURVEY SAMPLE 2008 VS. 2009 ..... 7**

**EXHIBIT 7    LTE TRIAL AND DEPLOYMENT YEARS ..... 8**

**EXHIBIT 8    LTE DEPLOYMENT SCENARIOS ..... 10**

**EXHIBIT 9    COMBINING LTE WITH CURRENT CELLULAR DATA TECHNOLOGY ..... 11**

**EXHIBIT 10    LTE UPGRADE DRIVERS ..... 13**

**EXHIBIT 11    LTE UPGRADE BARRIERS ..... 14**

**EXHIBIT 12    MUST PRODUCTS AND SERVICES SPAN E-UTRAN AND EPC DOMAINS? ..... 16**

**EXHIBIT 13    EPC FEATURES..... 18**

**EXHIBIT 14    ENODEB FEATURES..... 19**

**EXHIBIT 15    COVERAGE SOLUTIONS ..... 20**

**EXHIBIT 16    YEAR TO INTRODUCE LTE FEMTOCELL EQUIPMENT..... 21**

This is a paid service intended for the recipient organization only; reproduction and sharing with third parties is prohibited.

Copyright © 2009 by Infonetics Research, Inc. All rights reserved.

## **METHODOLOGY AND DEMOGRAPHICS**

We interviewed 16 service providers in October and November 2009 who are trialing or planning to deploy LTE.

### ***Our sample accounts for 38% of all operators who have committed to LTE***

According to the Global Mobile Suppliers Association (GSA), as of 10/28/09, there are 42 LTE network commitments in 21 countries. As this total counts every single entity owned by a major mobile operator that operates in multiple countries, we can see that our sample easily accounts for more than half of worldwide LTE commitments. We interviewed representatives from the headquarters of each respondent organization, and they responded for the entire organization, not just for deployments in a single country.

It's also worth mentioning that 42 commitments represents an 8% monthly increase from the 39 LTE commitments reported in our *LTE Infrastructure and Subscribers* biannual worldwide and regional market size and forecast report, published September 30, 2009.

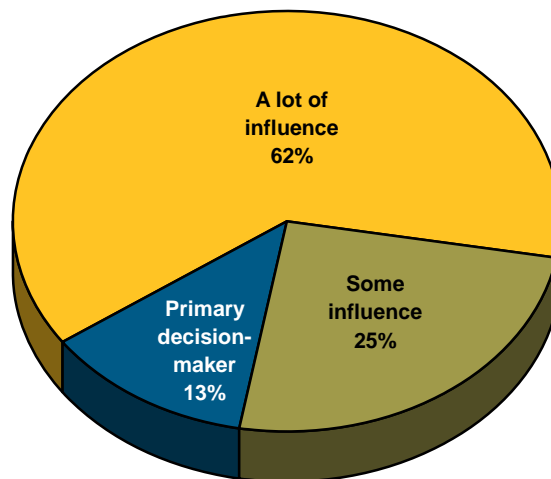
### ***Our respondents have strong purchase influence . . .***

To participate in the survey, all respondents must have detailed knowledge of their company's mobile network infrastructure and technologies, including LTE. Respondents must also influence the purchase decision for wireless network equipment. This is a key part of the screening process, as it ensures that we're talking to knowledgeable decision-makers in the buying process.

#### **Exhibit 1**

#### **Respondents Have Strong Purchase Influence**

**n=16**



This is a paid service intended for the recipient organization only; reproduction and sharing with third parties is prohibited.

Copyright © 2009 by Infonetics Research, Inc. All rights reserved.

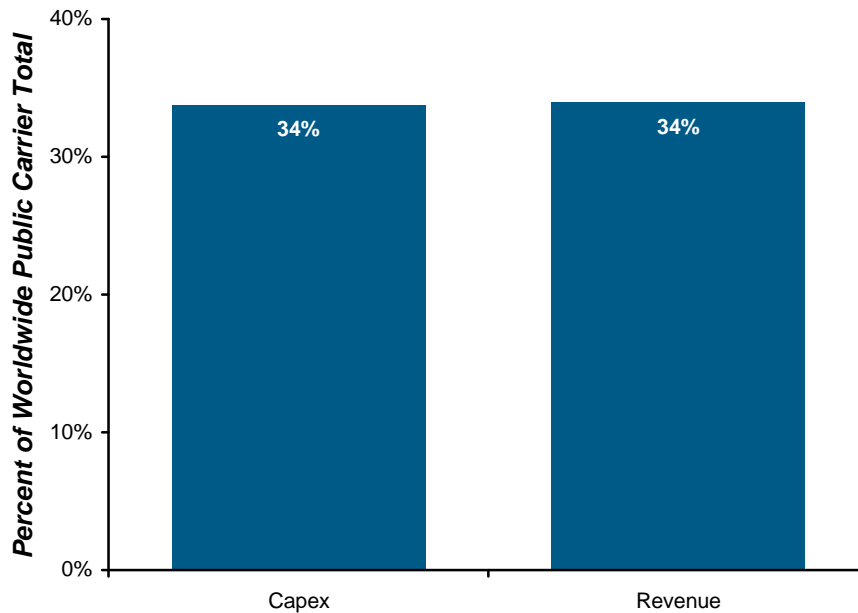
## MOBILE AND LTE CRS

### LTE DEPLOYMENT STRATEGIES: GLOBAL SERVICE PROVIDER SURVEY

#### *... and account for one-third of worldwide capex and revenue*

This is significant and reflects the fact that we have captured some of the world's largest service providers as ranked by revenue. All together, they have 1 billion subscribers, or 30% of the 3.4 billion worldwide.

#### **Exhibit 2 Respondents Account for One-Third of Worldwide Capex and Revenue n=16**



This is a paid service intended for the recipient organization only; reproduction and sharing with third parties is prohibited.

Copyright © 2009 by Infonetics Research, Inc. All rights reserved.

**MOBILE AND LTE CRS**

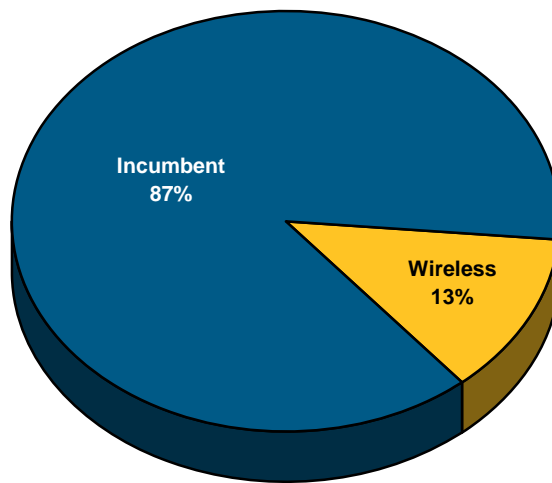
**LTE DEPLOYMENT STRATEGIES: GLOBAL SERVICE PROVIDER SURVEY**

***87% of respondents are incumbent operators***

Wireless pure play operators make up the rest of our sample. Incumbent operators are vertically-integrated operators that operate both wireline and wireless networks. Incumbents account for more than half of the GSA's list of the 42 LTE commitments so far.

**Exhibit 3**

**Respondent Service Provider Types  
n=16**



This is a paid service intended for the recipient organization only; reproduction and sharing with third parties is prohibited.

Copyright © 2009 by Infonetics Research, Inc. All rights reserved.