

## **Femtocells: Wireless Products that both Operators and Customers can Love**

### ***New Report provides insight and strategies for emerging fixed mobile convergence***

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**Tempe, AZ March 12, 2008:** Forward Concepts has announced the publication of its newest in-depth study of the worldwide femtocell equipment market and the key chips that go into them. The new study, "Femtocells: The Emerging Solution for Fixed Mobile Convergence" provides strategies and insight into the evolving femtocell equipment & chip Markets. Due to lower CAPEX and operational advantages of femtocells, cellular operators are very enthusiastic, resulting in a significant "pull" as compared to the typical technology "push" from product vendors.

Other Key study findings are:

- Femtocells will predominantly address the post-paid cellular subscriber base. As a result, North America, Western Europe, Japan and Korea will be the largest markets for them.
- Femtocells will capture the dominant Fixed Mobile Convergence market share by 2010, as UMA is deemed to be a transitional technology and cellular carriers will ultimately transition to IMS-enabled femtocells.
- The most significant technical challenge for femtocell operators will be RF interference which will require proper frequency planning by the operators.
- Global femtocell equipment revenues are forecast to grow at a CAGR of 126% from 2008 to \$4.9 billion in 2012. Western Europe will be the largest market, driving 32% of the revenue followed by North America with a 22% share.
- Femtocell integrated home gateway shipments are projected to exceed 23 million units in 2012, passing stand-alone femtocells for over half of the market.
- Semiconductor revenue from both stand-alone and integrated home gateway femtocells will grow at a CAGR of 138% from 2008 exceeding \$1.5 billion in 201

According to the author, Satish Menon, "Cellular subscribers will benefit through cheaper and more reliable calls through their local broadband connections when indoors. Cellular operators will benefit as femtocells will quickly evolve to have advanced management capabilities with support for features such as remote diagnostics, configuration, and management updates. Both of these benefits will provide significant impetus for rapid adoption by smoothening the deployment process and enabling carriers to efficiently support the devices in a cost-effective manner."

The 240-page study, report No. 8020, includes 54 figures and 27 tables.. Details are on the company's website at [www.fwdconcepts.com/femtocell.htm](http://www.fwdconcepts.com/femtocell.htm)

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