



Contact iGR

Iain Gillott

[iain@iGR-inc.com](mailto:iain@iGR-inc.com)

## **New iGR white paper discusses the revenue opportunities of migrating from legacy copper to Ethernet**

### ***New white paper discusses additional benefits of moving to Ethernet***

**AUSTIN, Texas, May 23<sup>rd</sup>, 2016** – The largest telecom operators in the U.S. are unlikely to continue to offer services based on legacy copper circuits by 2020. While the physical twisted pair connections will remain in the ground (removal is expensive), the infrastructure may not be maintained and will deteriorate over time; just like a home or other infrastructure, copper lines require maintenance to remain effective. Economics and an inability to offer higher bandwidth services mean that copper circuits will eventually be replaced.

For wholesale LECs, this means that an alternative is required for their customers. Ethernet is a solution that can provide business customers with reliable, cost effective and scalable data services. Ethernet services can be provided via a variety of physical connections, including fiber (Ethernet over Fiber or EoF) and DOCSIS (Data Over Cable Service Interface Specification, as used by the cable companies, or EoD).

“Many businesses have already migrated away from legacy copper to Ethernet services. For those that have yet to do so, the time to move is now,” said Iain Gillott, president and founder of iGR, a market research consultancy focused on the wireless and mobile industry. “There are many advantages that Ethernet enables compared to legacy copper twisted pair, including additional revenue opportunities, which we have modeled and quantified in this analysis.”

In an independent analysis that iGR has recently published, iGR discusses the reasons that the industry is moving away from copper circuits and the significant benefits of Ethernet services compared to legacy copper-based connections. Additionally, the analysis includes a model that quantifies potential revenue opportunities for service providers as they transition their copper-based accounts to Ethernet services.

The following key questions are addressed in the white paper:

- Why do copper-based circuits need to be replaced?
- When will copper circuits be required to be decommissioned?
- What specific benefits do Ethernet services offer, when compared to copper connections?

- What additional services can service providers offer their customers with Ethernet connections?
- How much additional revenue can service providers expect to generate by transitioning their customers to Ethernet service?

*iGR's* new independent analysis, [Ethernet and the Legacy Copper Migration: Why Service Providers Should Migrate Now](#), can be downloaded at no charge directly from *iGR's* website.

### **About *iGR***

*iGR* is a market strategy consultancy focused on the wireless and mobile communications industry. Founded by Iain Gillott, one of the wireless industry's leading analysts, in late 2000 as *iGillottResearch*, *iGR* is now in its sixteenth year of operation. *iGR* continuously researches emerging and existent technologies, technology industries, and consumer markets. We use our detailed research to offer a range of services to help companies improve their position in the marketplace, clearly define their future direction, and ultimately improve their bottom line.

*iGR* researches a range of wireless and mobile products and technologies, including: smartphones; tablets; mobile wearable devices; connected cars; mobile applications; bandwidth demand and use; small cell and het-net architectures; mobile EPC and RAN virtualization; DAS; LTE; VoLTE; IMS; NFC; GSM/GPRS/UMTS/HSPA; CDMA 1x/EV-DO; iDEN; SIP; macro-, pico- and femtocells; mobile backhaul; WiFi and WiFi offload; and SIM and UICC.

A more complete profile of the company can be found at [www.igr-inc.com](http://www.igr-inc.com).