

RESEARCH FORECAST REPORT

TELECOMS SERVICES FOR ENTERPRISES: TAIWAN FORECAST 2017-2022

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About this report

This report analyses the demand for telecoms services by micro, small and medium-sized enterprises (SMEs) and large enterprises, expressed in terms of revenue, connections or users, and average revenue per user (ARPU).¹

It highlights that overall enterprise revenue will remain stable for operators as mobile data continues to dominate the market and revenue from legacy voice services falls.

It quantifies the market for fixed and mobile voice and data services, IoT connectivity services, and other business services such as security, co-location and hosting, enterprise mobility and software-as-a-service (SaaS).

The report is based on several sources, including data from operators, Republic of China (Taiwan) National Statistics, the National Communications Commission, and from Analysys Mason's 2017 survey on enterprises' telecoms and ICT usage.

WHO SHOULD READ THIS REPORT

- Operators that want to identify key areas for revenue growth, both in terms of enterprise segments and individual services.
- Vendors that are considering targeting the enterprise market.
- Third-party service providers seeking collaborative relations with operators.

REPORT COVERAGE

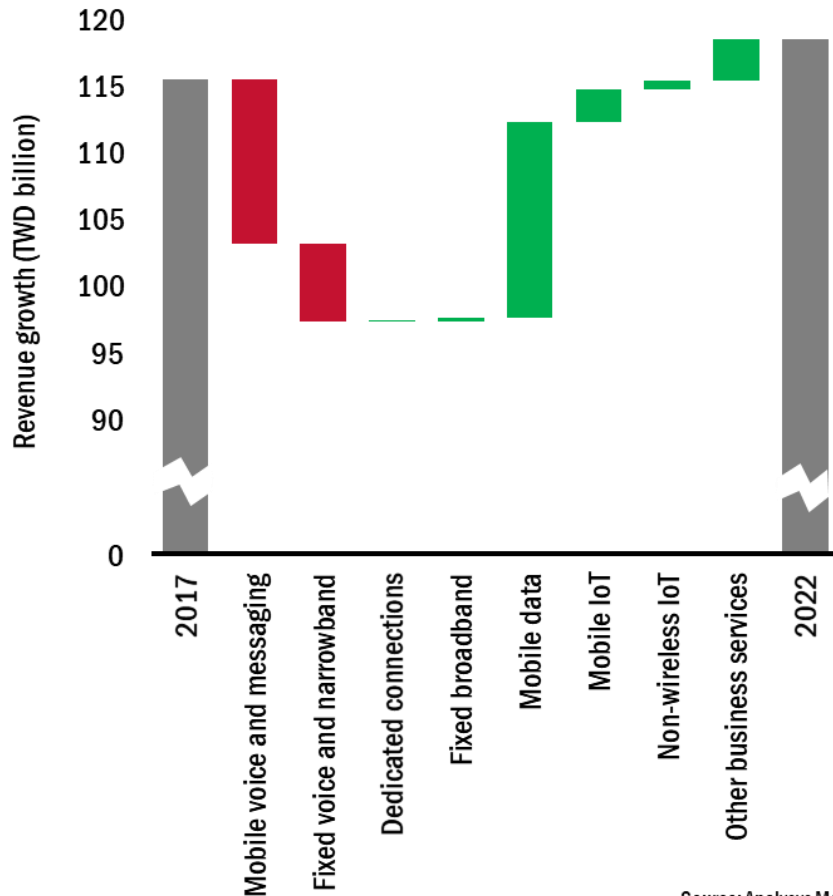
Geographical	Services ²	
Countries modelled individually: <ul style="list-style-type: none"> ▪ Taiwan 	Mobile: <ul style="list-style-type: none"> ▪ Voice, messaging and handset data ▪ Mobile broadband ▪ IoT connectivity (mobile and LPWA) Fixed: <ul style="list-style-type: none"> ▪ Narrowband and VoBB ▪ ADSL/SDSL, vDSL, FTTP/B, cable, BFWA, other fixed broadband ▪ Dedicated connections up to 100Mbps, >100Mbps and up to 1Gbps, and >1Gbps ▪ Traditional managed services ▪ IoT connectivity (non-wireless) 	Other business services: <ul style="list-style-type: none"> ▪ Unified communications ▪ Security ▪ Co-location and hosting ▪ Private cloud ▪ Software-as-a-service (SaaS, public cloud) ▪ Platform-as-a-service (PaaS, public cloud) ▪ Infrastructure-as-a-service (IaaS, public cloud) ▪ Enterprise mobility ▪ Desktop management
Enterprise size		
Segments: <ul style="list-style-type: none"> ▪ Micro (0–9 employees) ▪ Small (10–49 employees) ▪ Medium (50–249 employees) ▪ Large (250+ employees) 		

¹ For the complete data set, see Analysys Mason's [DataHub](#).

² See service taxonomy in the 'Forecast methodology and assumptions' section of this report.

Executive summary: operator enterprise revenue will remain stable as mobile data, other business services and IoT connectivity revenue grows

Figure 1: Change in telecoms operator retail revenue from enterprises by service type, Taiwan, 2017-2022¹

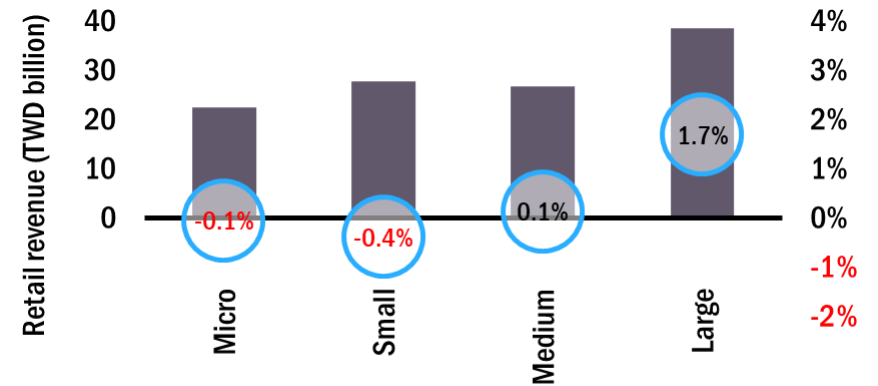


Source: Analysys Mason

Figure 2: Connections for enterprises and CAGRs by type of connection, Taiwan, 2017-2022¹

Connection type	Connections (thousand)		CAGR	
	2017	2022	2013-2017	2017-2022
Mobile handsets	5100	5300	1.4%	0.8%
Mobile broadband	200	300	-8.0%	8.4%
Mobile IoT	1400	11 600	26.6%	52.6%
Fixed voice	4100	3700	-4.5%	-2.0%
Fixed broadband	890	920	0.0%	0.7%
Fixed dedicated lines	105	113	2.2%	1.5%
Non-wireless IoT	4500	10 000	42.6%	17.3%

Figure 3: Telecoms operator retail revenue from enterprises in 2017 and CAGR for 2017-2022 by enterprise size, Taiwan, 2017¹



Source: Analysys Mason

¹ See Presentation of results in the Methodology section of this report for full definitions of the aggregate categories presented in figures.

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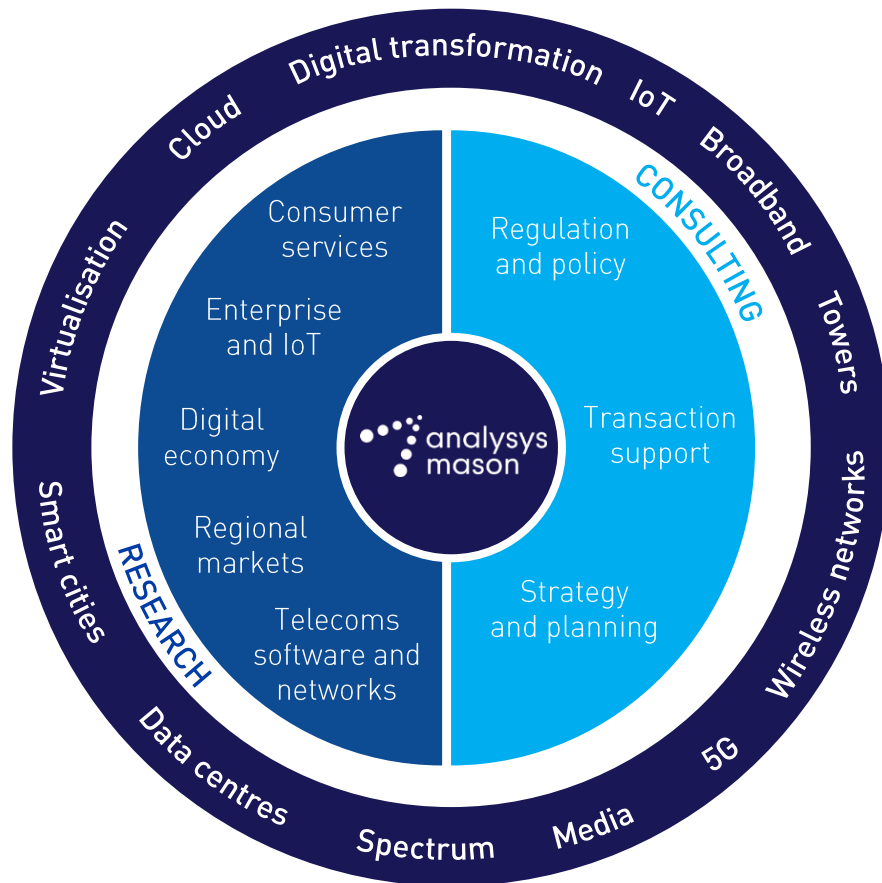
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Analysys Mason's consulting services and research portfolio



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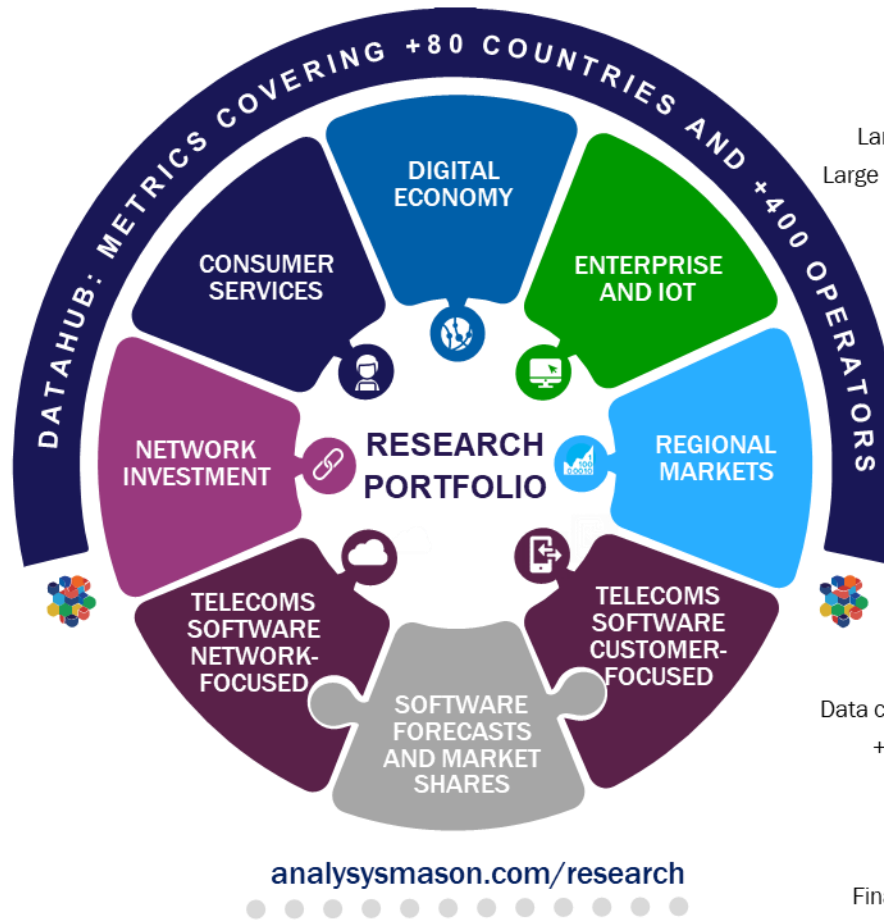
- We deliver tangible benefits to clients across the telecoms industry:
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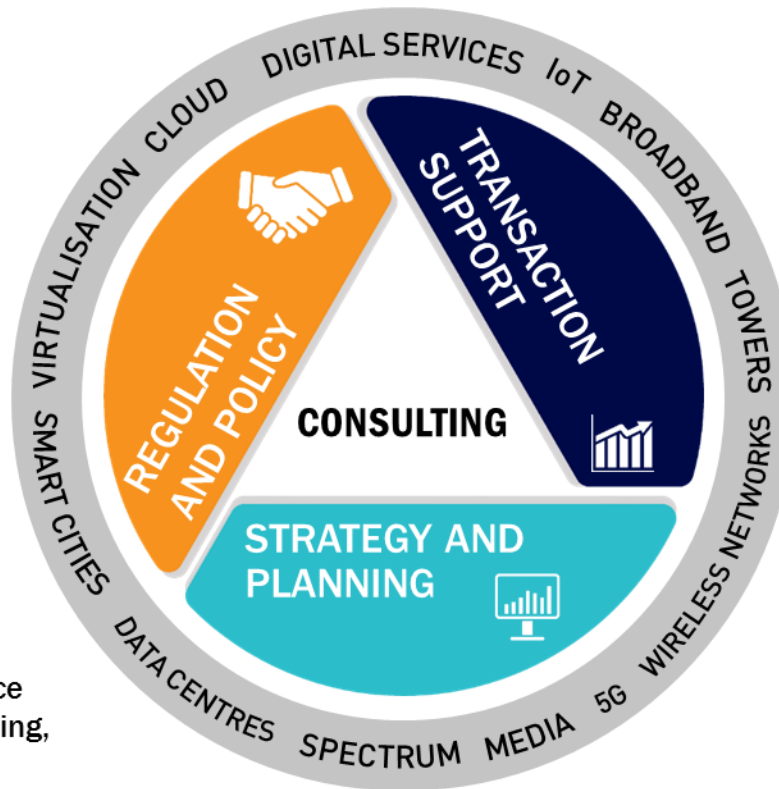


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 - Asia-Pacific
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 - European Core Forecasts
 - European Telecoms Market Matrix
 - European Country Reports
- DataHub**
- Data covering +80 countries and +500 operators
 - +2300 forecast and +250 historical metrics
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 - Operator historical data
 - Compare markets and operators
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