RESEARCH FORECAST REPORT

TELECOMS SERVICES FOR ENTERPRISES: QATAR FORECAST 2018–2023

IGOR BABIĆ and CATHERINE HAMMOND

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About this report

This report analyses the demand for telecoms services in Qatar by micro, small and medium-sized enterprises (SMEs) and large enterprises, expressed in terms of revenue, the number of connections or users and average revenue per user (ARPU).[1] It highlights that operator enterprise revenue in Qatar will grow during the forecast period, supported by an expected increase in the number of employees and businesses in the country.

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, the Qatari Ministry of Transport and Communications and Communications Regulatory Authority, as well as 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: ▪ Qatar **Enterprise size** **Segments:** ▪ Micro (0–9 employees) ▪ Small (10–49 employees) ▪ Medium (50–249 employees) ▪ Large (250+ employees)	**Mobile:** ▪ Voice, messaging and handset data ▪ Mobile broadband ▪ IoT connectivity (mobile and LPWA) **Fixed:** ▪ 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:** ▪ 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

[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.

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Executive summary: operator enterprise revenue will increase, primarily due to growth in mobile data and other business services revenue

Figure 1: Change in telecoms operator retail revenue from enterprises by service type (where red denotes a decrease, and green an increase), Qatar, 2018–2023[1]

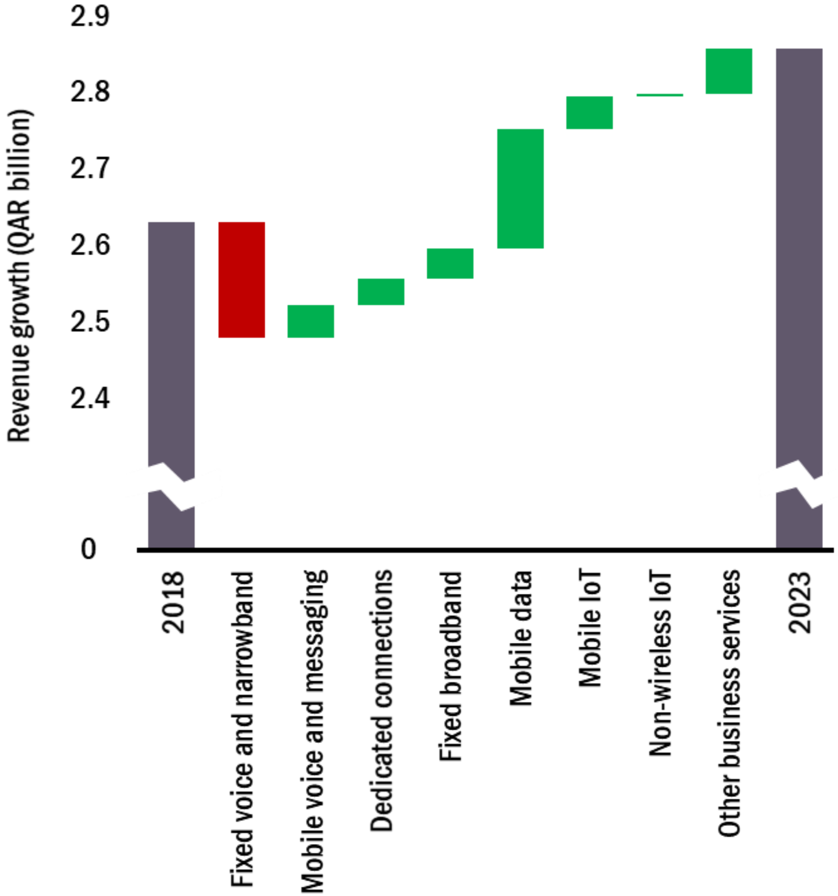
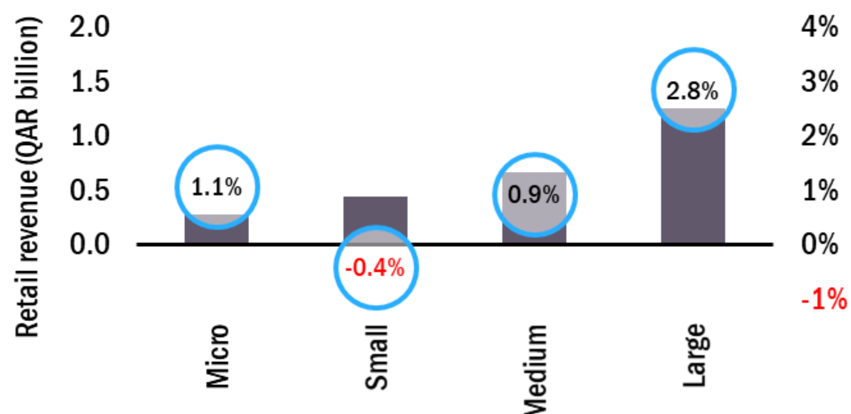


Figure 2: Connections for enterprises and CAGRs by type of connection, Qatar, 2018–2023[1]

Connection type	Connections (thousand)		CAGR	CAGR
	2018	2023	2013–2018	2018–2023
Mobile handsets	550	670	8.3%	4.0%
Mobile broadband	100	140	49.0%	7.0%
Mobile IoT	200	800	41.5%	32.0%
Fixed voice	240	270	3.8%	2.4%
Fixed broadband	20	30	6.2%	8.4%
Fixed dedicated lines	7	7	4.4%	2.0%
Non-wireless IoT	450	620	25.1%	6.6%

Figure 3: Telecoms operator retail revenue from enterprises in 2018 and CAGR for 2018–2023 by enterprise size, Qatar, 2018[1]



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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About the authors

Igor Babić (Research Analyst) is a member of Analysys Mason's *Enterprise and IoT* research practice and is mainly focusing on market forecasting and enterprise research commentaries. Prior to joining Analysys Mason, he completed a BEng in Engineering Business Management at Warwick and an MPhil in Industrial Systems, Manufacture and Management at Cambridge.

Catherine Hammond (Principal Analyst) is an analyst for Analysys Mason's *Enterprise and IoT* research programme, specialising in market forecasting. She previously worked for nine years as a Senior Manager within Analysys Mason's Consulting practice, undertaking work for a wide range of operators, regulators and government agencies in Europe and Asia. Her work included the development and review of quantitative models, assessment of business plans, development of market forecasts, collation and analysis of benchmarks, development of white papers and leading client workshops and major presentations. She holds an MA in mathematics from the University of Cambridge.

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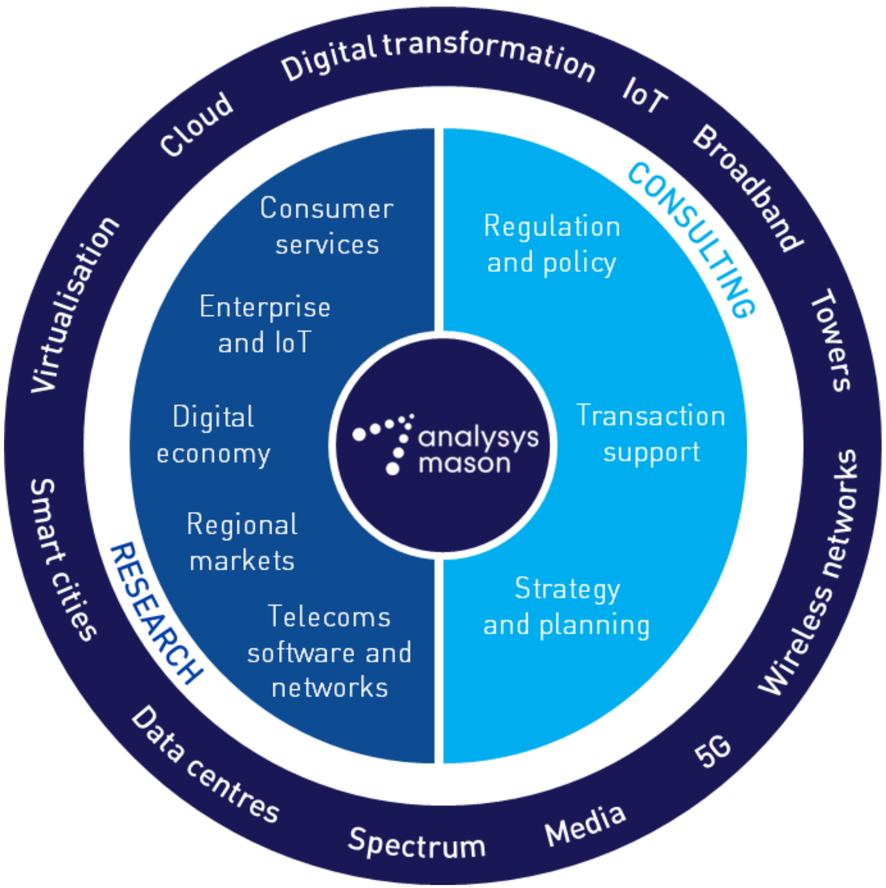

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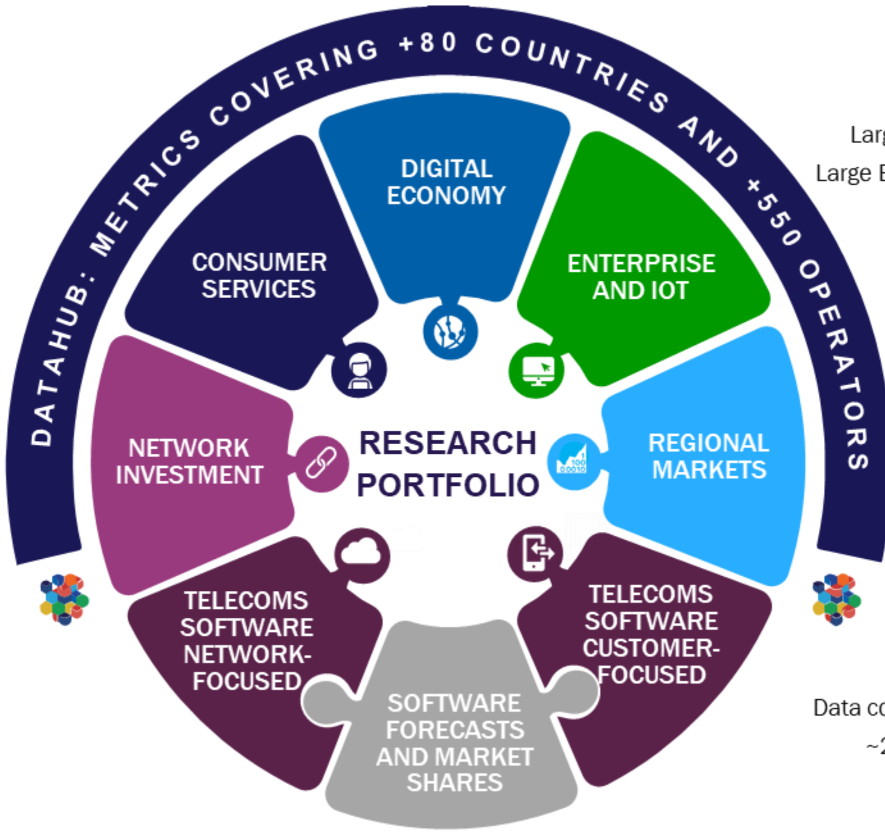

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Bush House • North West Wing • Aldwych • London • WC2B 4PJ • UK

Tel: +44 (0)20 7395 9000 • Email: research@analysysmason.com • www.analysysmason.com/research • Registered in England No. 5177472