



**MARAVEDIS**

Wireless Market Research & Analysis

**Offering The Most Comprehensive Market  
Research And Analysis  
In The 4G Industry**

# Overview

- Who We Are
- What We Do
  - Syndicated Research
  - 4GCounts.com
  - 4Ggear Service
  - ClearSpectrum.net
  - Consulting
  - Media Solutions
- What differentiates us?

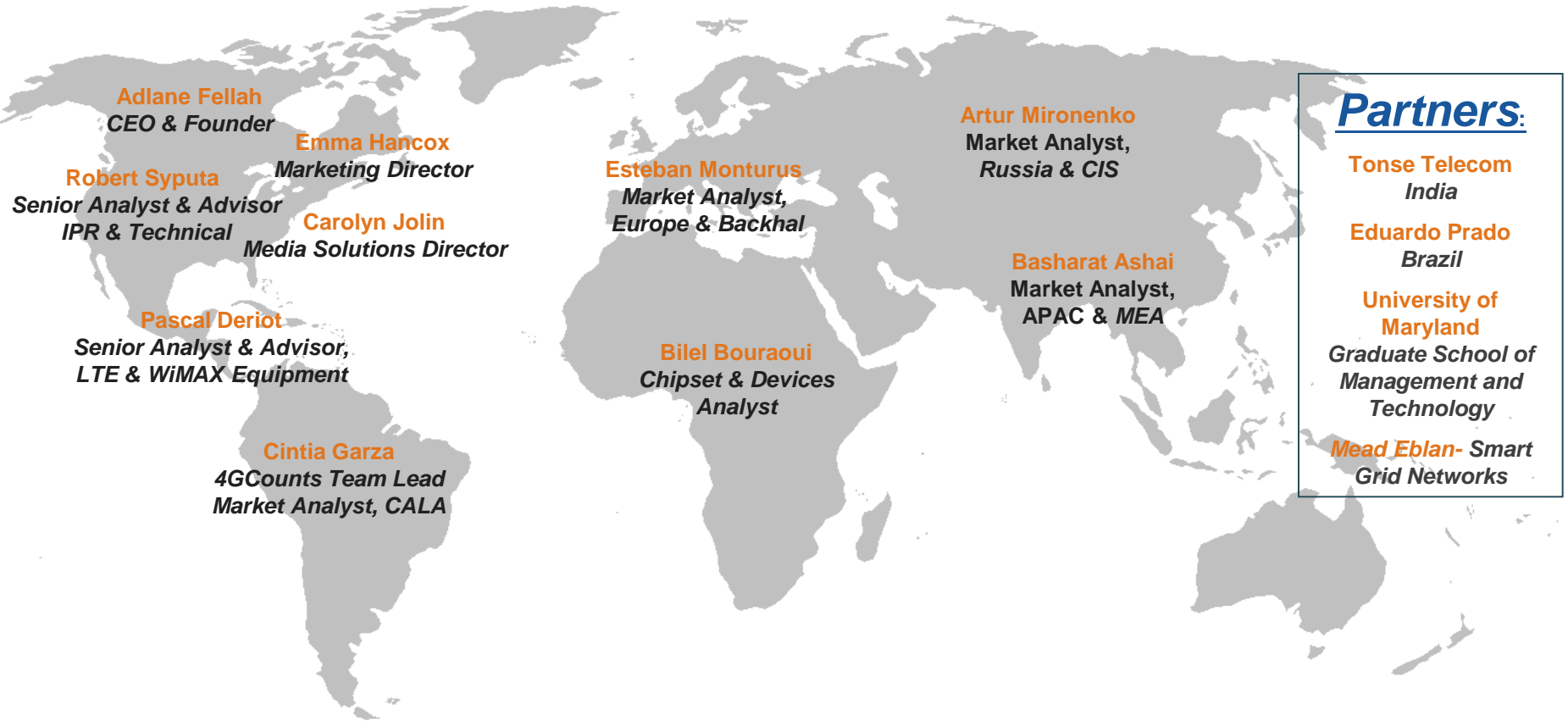
# Who We Are

A faint, light blue world map is visible in the background of the slide, centered behind the text.

***Founded in 2002 and based in Montreal, Canada, Maravedis is a highly specialized boutique 4G broadband wireless market research and analyst firm.***

***Maravedis consists of a virtual network of analysts working with industry stakeholders to produce in-depth, timely and reliable analyses of market trends.***

# The Maravedis Team



**Adlane Fellah**  
CEO & Founder

**Emma Hancox**  
Marketing Director

**Robert Syputa**  
Senior Analyst & Advisor  
IPR & Technical

**Carolyn Jolin**  
Media Solutions Director

**Pascal Deriot**  
Senior Analyst & Advisor,  
LTE & WiMAX Equipment

**Cintia Garza**  
4GCounts Team Lead  
Market Analyst, CALA

**Esteban Monturus**  
Market Analyst,  
Europe & Backhal

**Bilel Bouraoui**  
Chipset & Devices  
Analyst

**Artur Mironenko**  
Market Analyst,  
Russia & CIS

**Basharat Ashai**  
Market Analyst,  
APAC & MEA

## Partners:

**Tonse Telecom**  
India

**Eduardo Prado**  
Brazil

**University of  
Maryland**  
Graduate School of  
Management and  
Technology

**Mead Eblan- Smart**  
Grid Networks

# Maravedis:

## Your 4G Research Expert

### Experience

- Eight years serving the BWA Industry
- Most experienced team of 4G analysts
- Wide range of research in broadband wireless
- Global & comprehensive perspective

### Leadership

- ONLY worldwide LTE & WiMAX Operator Deployment Tracking Service: 4GCounts.com
- Leadership in OFDM and 4G IPR
- IN-DEPTH, RELIABLE & TIMELY research and analysis

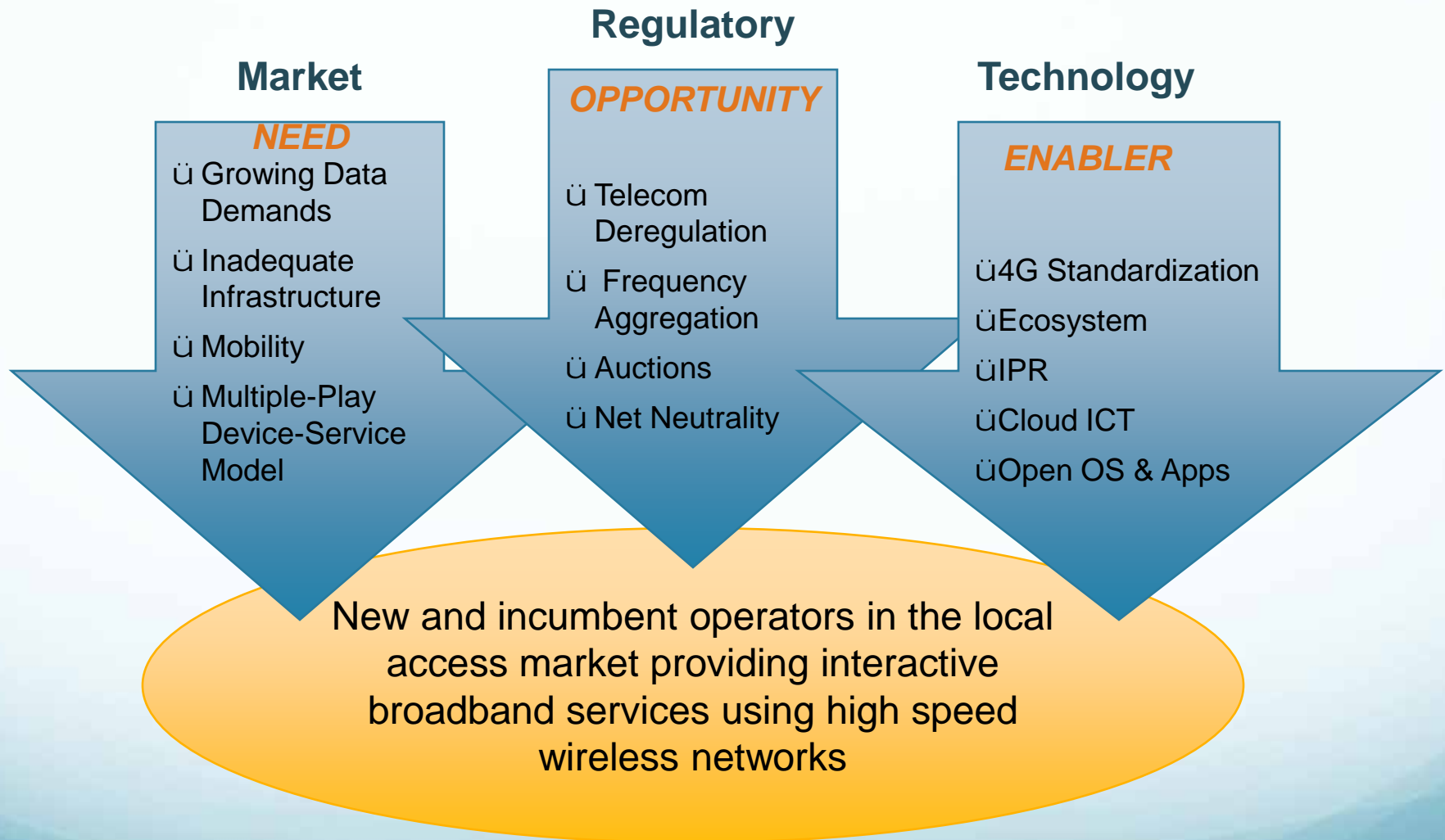
### Excellence

- Sound analysis based on primary research
- Consistent methodology
- Unbiased insight
- Value-added analyst support
- Quarterly webinars for clients

# Industry Leaders Use Maravedis



# Our View of the Market



# What We Do



## SYNDICATED RESEARCH

- In-depth market reports based on primary research and analysis
- Monthly Research Briefs
- 4G Digest

## ONGOING RESEARCH

- 4GCounts.com Operator Tracking & Analysis Service
- 4Ggear: the LTE & WiMAX Equipment Analysis & Forecast Service
- ClearSpectrum.net Broadband Wireless Licensing & Technical Database

## CUSTOM CONSULTING

- Past clients include: Industry Canada, Rogers Wireless, Motorola

## MEDIA SOLUTIONS

- Reach 30,000 subscribers with our free bi-weekly newsletter, **4G Digest**
- Produce a live webinar series featuring our latest statistics, analysis & market forecasts for clients only

- **Available Now**
- Scope: 4G Operator Trends
- Updated Weekly
- Access to Online Profiles
- Quarterly Reports
- Quarterly Webinars
- Online Reporting Tool
- Deployment Maps
- Operator Interview Transcripts
- Operator Data Spreadsheets
- Analyst Support

**4GCounts.com  
(OPERATOR ANALYSIS)**

- **Available Now**
- Scope: LTE & WiMAX Equipment Trends & Forecasts
- Covers Chipsets, Devices, Base Stations, ASN Gateways, EPC
- Quarterly Reports & Quantitative Excel Data
- Analyst Support

**4Ggear  
Equipment  
Analysis Service  
(VENDOR ANALYSIS)**

- **Available Now**
- Scope: Broadband Wireless Licensing & Regulation in Over 100 Countries
- Updated Monthly Country Regulatory Overviews
- Spectrum Policy

**ClearSpectrum.net  
(REGULATION)**

- In-Depth Market Reports
- 4G Digest

**SYNDICATED  
RESEARCH**

# 4GCounts

www.4gcounts.com

*An essential online resource for industry collaboration & development*

Online service tracking worldwide LTE, WiMAX, broadband wireless deployments and vital statistics:

- Over 220 online operator profiles updated weekly
- Full Interview transcripts with unique insights from CEOs, CTOs, CMOs, etc.
- Quarterly in-depth market reports
- Customized search engine & reporting tool
- Quarterly webinars for clients

4GCounts™ by  
BWA RESEARCH UK

List by Operator | List by Country | Search Profile | Reports | Int

### REPORTS

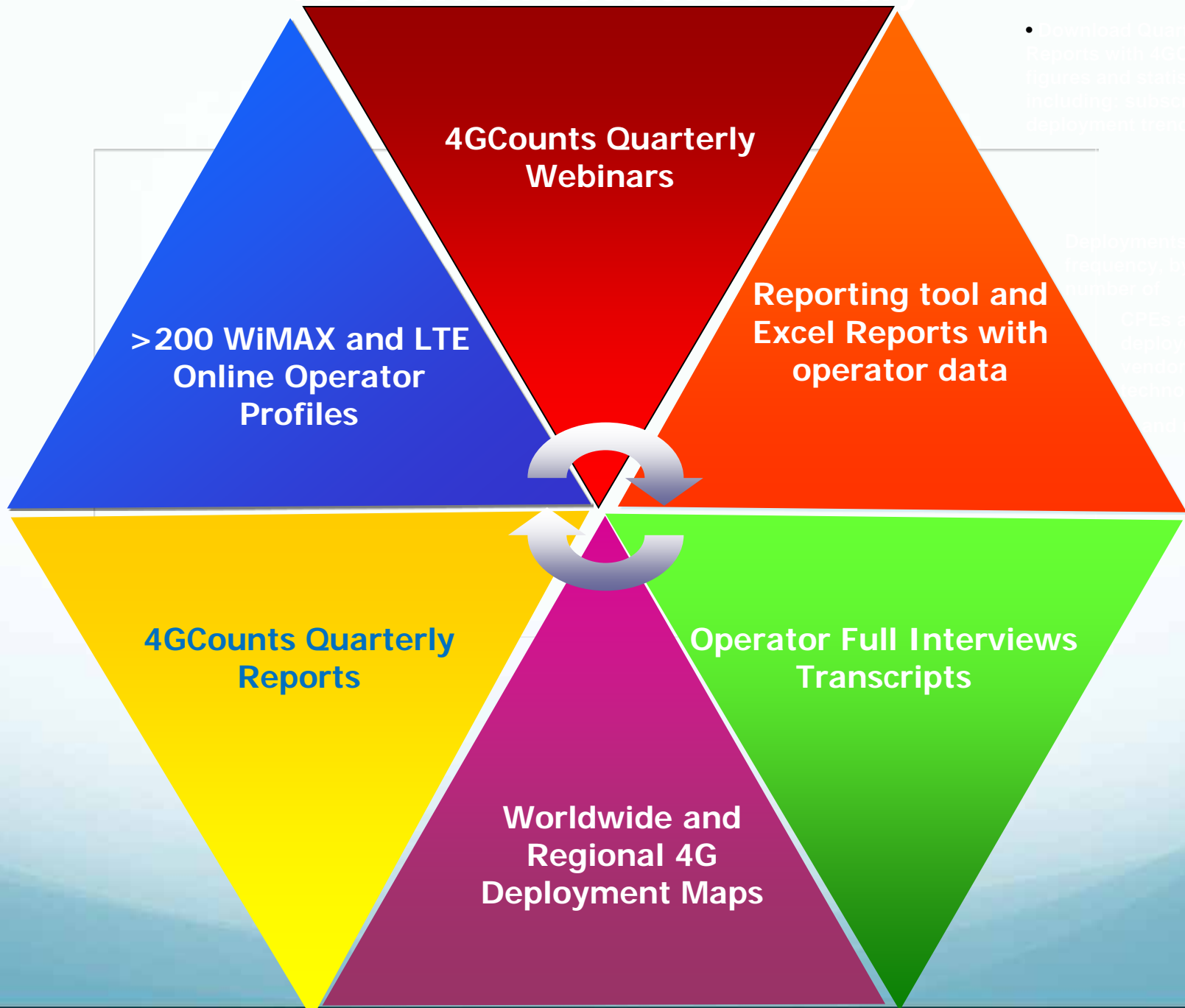
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Select Reporting Currency: Euro ( EUR )

For IT Support please contact : wimax\_support@veeware.com

*In-depth data & analysis on: Subscribers, ARPU & Revenues, CPEs & Base Stations, Spectrum, Service Offerings & Speeds, Rates & Tariffs, AND MORE!*

# 4GCounts Product Summary



- Download Quarterly Excel Reports with 4GCounts figures and statistics, including subscribers and deployment trends

Deployments by frequency, by state, number of CPEs and BSs deployed by vendor and technology type, and more!!!

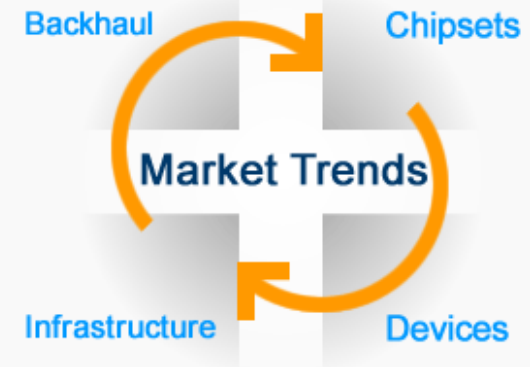
# 4GGear

## *The LTE & WiMAX equipment analysis & forecast service*

An ongoing research and analysis service focusing on technology and business trends among the leading equipment vendors for LTE, WiMAX and select proprietary systems

### Coverage:

- Vendor SWOT Analysis - Deployments & Trials
- Vendor Profiles Equipment - Market Size
- Vendor Matrix - R&D Analysis and Estimates
- Vendor Shipments - BOM and ASP Analysis
- Vendor Roadmap Equipment - Market Size Forecasts
- Vendor Market Shares - Gross Margin Estimates
- ODM Vendors - Microwave and IP Backhaul
- Amongst other information...



*The only equipment analysis service that benefits from the demand analysis cross match from our leading 4GCounts™ operator deployment tracking service. In other words, manufacturers data and trends are matched to operators real-life deployments for added value analysis*

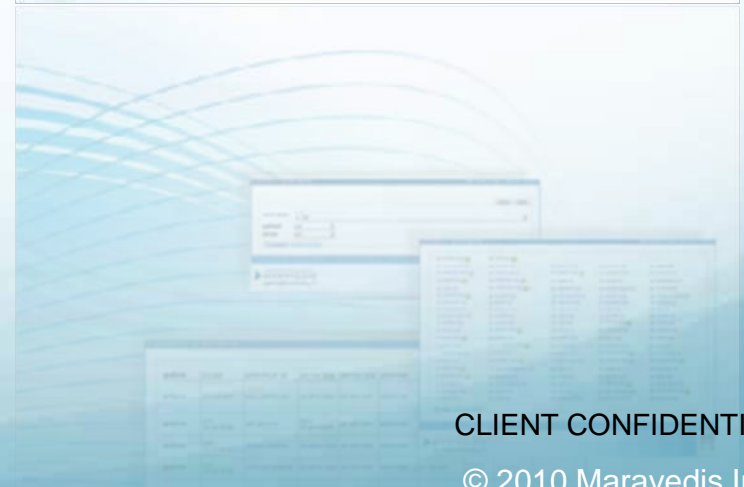
# ClearSpectrum

[www.clearspectrum.net](http://www.clearspectrum.net)

## Broadband Wireless Access Licensing and Technical Database

providing full technical,  
licensing, and regulatory  
information in 200 countries

*+ upcoming spectrum  
allocations!*



# What Differentiates US?

- Ø Maravedis is a boutique research firm focusing uniquely on the 4G industry.
- Ø Maravedis is the only firm **in a position to cross match data on 4G equipment shipments from both the demand and supply sides.**
- Ø Maravedis balances qualitative in-depth analysis with hard, quantitative data.
- Ø Maravedis is staffed with some of the brightest minds in the industry, with well-established relationships with top industry stakeholders.
- Ø Maravedis provides a great deal of flexibility to clients by meeting their budget constraints and by always being just a phone call or email away!

# Custom Consulting

*Effective research on broadband wireless markets tailored to your exact requirements*

Market Demand	Regulation	Technology
<ul style="list-style-type: none"><li>• Operator strategies</li><li>• ARPU benchmarking</li><li>• Applications</li><li>• Regional and strategic country analysis</li><li>• Deployment analysis</li><li>• Vertical markets</li><li>• Due diligence</li><li>• Demand and revenue forecasting</li></ul>	<ul style="list-style-type: none"><li>• Spectrum allocations</li><li>• Spectrum value assessment</li><li>• Regulatory impact</li><li>• Spectrum strategies</li></ul>	<ul style="list-style-type: none"><li>• Competitive analyses</li><li>• Pricing analysis</li><li>• Benchmarking exercises</li><li>• Equipment shipment tracking</li><li>• Vendor SWOT analysis and due diligence</li><li>• IPR strategies, R&amp;D and licensing</li></ul>

Put The Industry's Largest And Most Experienced Team Of WiMAX/4G Analysts To Work For You

***“Maravedis delivered succinct, timely information that met our needs and was within our budget. Maravedis is an authority on WiMAX developments globally and we would highly recommend their services to anyone.”***

- Vicki Schouten

Senior Advisor, Business Development  
Information and Communications Technologies Branch  
Industry Canada

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