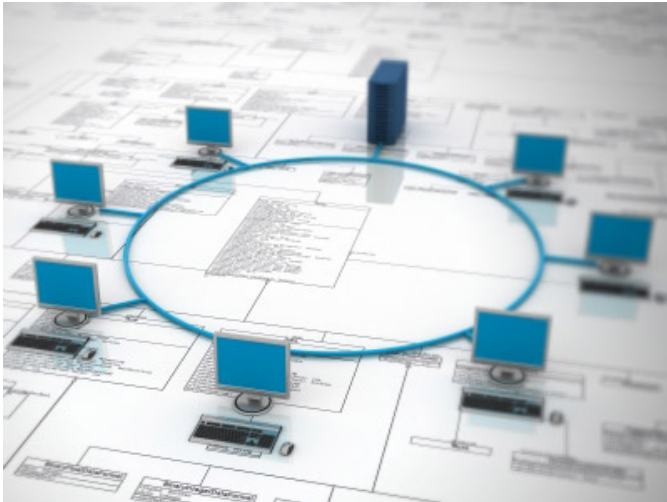


Opportunities in Network Managed Services

Written by Marco Attard
17 May 2012

The 2011 global network managed services market is worth \$12 billion according to ABI Research-- and is set to reach \$14bn in 2012, before growing to \$25bn in 2017.



“Outsourcing is a win-win situation,” the analyst says. “Network operators reduce OPEX, improve service quality, and increase revenues. And network equipment vendors earn higher margins on services than on hardware and software...”

ABI mentions the "new paradigm," Managed Services 2.0 (MS 2.0), where operators team up with managed services providers to transform their business and increase revenues.

The major network equipment vendors are also the leading network managed services vendors-- Ericsson, Nokia Siemens Networks (NSN), Huawei and Alcatel-Lucent.

Ericsson is top 2011 networked managed services vendor, with NSN following closely with the top number of contracts.

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