

CANADIAN
LOCAL TELECOM AND VoIP SERVICES
MARKET REPORT



2013 EDITION

NBI / MICHAEL SONE
ASSOCIATES INC.

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**CANADIAN LOCAL TELECOM & VOIP SERVICES
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About This Report

This is NBI/Michael Sone Associates' fourteenth report on the Canadian Local Telecom Services Market. The extensive primary research that is the hallmark of all NBI/Michael Sone Associates' reports was carried out over the past several months as the Local Services Market has undergone many changes. Information, both quantitative and qualitative, was analyzed and organized so as to provide the reader with a detailed understanding of the background, current state and probable future of the local services sector. The final product, **Canadian Local Telecom and VoIP Services Market Report, 2013 Edition**, is the most detailed research report available on this industry.

The local services market will experience a myriad of developments over the coming months that NBI/Michael Sone Associates will continue to track.

Following an introduction, NBI/Michael Sone Associates provides detailed quantitative data in Section 2 that measures the size of the market, the growth for incumbents and new entrants in both the business and residential sectors over a six-year period (2010 to 2015), and forecasts the share of the market by lines and revenues to be held by the various participants. Included as well are forecasts for the VoIP market, segmented by industry sector (ILEC, cableco, etc.) and by business versus consumer. (It should be noted that all reference to "lines" within the report refers to wireline local access lines unless explicitly stated otherwise.)

Section 3 looks at some the current trends within the market among various industry segments.

Section 4 presents the all-important Corporate Profiles (13 in total) that provide a wealth of qualitative and quantitative information including marketing strategy, product development, competitive positioning, bundles, pricing and impacts of regulatory developments.

The report is supported by 38 comprehensive Exhibits that examine line and subscriber counts, revenues, business and residential analysis, bundling, and provincial and city-specific data