

CANADIAN
DATA COMMUNICATIONS SERVICES
MARKET REPORT



2021 EDITION

NBI / MICHAEL SONE
ASSOCIATES INC.

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**CANADIAN DATA COMMUNICATIONS SERVICES
MARKET REPORT, 2021 EDITION**

Table of Contents

<u>Section</u>	<u>Page</u>
Table of Contents	ii
List of Exhibits	iii
About This Report	v
1. Market Overview	1
1.1 Revenues, 2020-2023.....	1
1.2 Market Analysis	5
1.2.1 IP-VPN.....	5
1.2.2 Ethernet	7
1.2.3 MPLS vs. VPLS.....	8
1.2.4 COVID-19 Impact on Mature Services	9
1.2.5 DWDM	9
1.2.6 SD-WAN.....	11
1.2.7 PL.....	14
1.2.8 NMS	16
2.0 Company Profiles.....	18
2.1 Allstream.....	18
2.2 Aptum	24
2.3 Bell.....	28
2.4 Bell Aliant.....	33
2.5 Bell West.....	35
2.6 BT Canada	37
2.7 Fibrenoire.....	41
2.8 Rogers	44
2.9 SaskTel.....	49
2.10 Shaw.....	52
2.11 TELUS	57
2.12 TELUS East	62
2.13 Verizon Enterprise Solutions	64
2.14 Zayo Canada	68

**CANADIAN DATA COMMUNICATIONS SERVICES
MARKET REPORT, 2021 EDITION**

List of Exhibits

<u>Exhibit</u>		<u>Page</u>
Exhibit 1	Canadian Data Communications Services Market Revenues, by Product, 2020-2023	2
Exhibit 2	Compounded Annual Growth Rate, by Product, 2020-2023	2
Exhibit 3	Canadian Data Communications Services Market Shares, 2020	3
Exhibit 4	Canadian Data Communications Services Market Shares, 2021	3
Exhibit 5	Canadian Data Communications Revenues, by Company, by Product, 2020	4
Exhibit 6	Canadian Data Communications Revenues, by Company, by Product, 2021	4
Exhibit 7	Canadian IP-VPN Market Size & Shares, 2020	6
Exhibit 8	Canadian IP-VPN Market Size & Shares, 2021	6
Exhibit 9	Canadian Ethernet Market Size & Shares, 2020	7
Exhibit 10	Canadian Ethernet Market Size & Shares, 2021	8
Exhibit 11	Canadian DWDM Market Size & Shares, 2020	10
Exhibit 12	Canadian DWDM Market Size & Shares, 2021	10
Exhibit 13	Canadian SD-WAN Size & Shares, 2020	13
Exhibit 14	Canadian SD-WAN Size & Shares, 2021	13
Exhibit 15	Canadian Private Line Market Size & Shares, 2020	15
Exhibit 16	Canadian Private Line Market Size & Shares, 2021	15
Exhibit 17	Canadian Network Management Services Market Size & Shares, 2020	16
Exhibit 18	Canadian Network Management Services Market Size & Shares, 2021	17
Exhibit 19	Allstream Data Revenues, by Product, 2020	23
Exhibit 20	Allstream Data Revenues, by Product, 2021	23
Exhibit 21	Aptum Revenues by Product, 2020	27
Exhibit 22	Aptum Revenues, by Product, 2021	27
Exhibit 23	Bell Data Revenues, by Product, 2020	32
Exhibit 24	Bell Data Revenues, by Product, 2021	32
Exhibit 25	Bell Aliant Data Revenues, By Product, 2020	34
Exhibit 26	Bell Aliant Data Revenues, By Product, 2021	34
Exhibit 27	Bell West Data Revenues, By Product, 2020	36
Exhibit 28	Bell West Data Revenues, By Product, 2021	36
Exhibit 29	BT Data Revenues, by Product, 2020	40

**CANADIAN DATA COMMUNICATIONS SERVICES
MARKET REPORT, 2021 EDITION**

List of Exhibits (Continued)

<u>Exhibit</u>		<u>Page</u>
Exhibit 30	BT Data Revenues, by Product, 2021	40
Exhibit 31	Fibrenoire Data Revenues, by Product, 2020	43
Exhibit 32	Fibrenoire Data Revenues by Product, 2021	43
Exhibit 33	Rogers Data Revenues, By Product, 2020	48
Exhibit 34	Rogers Data Revenues, By Product, 2021	48
Exhibit 35	SaskTel Data Revenues, By Product, 2020	51
Exhibit 36	SaskTel Data Revenues, By Product, 2021	51
Exhibit 37	Shaw Data Revenues, By Product, 2020	56
Exhibit 38	Shaw Data Revenues, By Product, 2021	56
Exhibit 39	TELUS B.C. & Alta. Data Revenues, By Product, 2020	60
Exhibit 40	TELUS B.C. & Alta. Data Revenues, By Product, 2021	61
Exhibit 41	TELUS East Data Revenues, By Product, 2020	63
Exhibit 42	TELUS East Data Revenues, By Product, 2021	63
Exhibit 43	Verizon Enterprise Services Data Revenues, By Product, 2020	67
Exhibit 44	Verizon Enterprise Services Data Revenues, By Product, 2021	67
Exhibit 45	Zayo Data Revenues, By Product, 2020	72
Exhibit 46	Zayo Data Revenues, By Product, 2021	72

***CANADIAN DATA COMMUNICATIONS SERVICES
MARKET REPORT, 2021 EDITION***

About This Report

Examining the period of 2020-2023, NBI/Michael Sone Associates' **Canadian Data Communications Services Market Report, 2021 Edition** continues the tradition as the most comprehensive study published on the Data Communications Services Market in Canada. At 72 pages and including 46 Exhibits, the report provides extensive coverage and analysis of revenues, market shares, and growth forecasts by company and service. This report is the culmination of numerous interviews with industry participants over a period of several months.

Section 1 presents a quantitative summary of the Canadian Data Communications Services Market with a size and growth snapshot of our highlighted segments including Private Line, IP-VPN, Ethernet, DWDM, SD-WAN and Network Management Services. The Market Analysis section provides a detailed examination of the industry with elaboration on service offerings and technology trends. We have also included an expanded section on the emergence, drivers and future prospects of SD-WAN. Section 2 provides comprehensive profiles of 14 significant data communications service providers and explores areas such as product/service development, competitive positioning, business strategy, technology, and prospective initiatives. Each profile includes a qualitative and quantitative review delineated by segment.

A major challenge in compiling this report is ensuring that the definition used for data revenues remained consistent across all the profiled companies, most of which have varying service mixes included as part of their reported data revenues. To the extent possible, estimates of company revenues include those from commercial data communications services used to provide connectivity between sites as well as revenues from management of those services and the networks over which they are provided.

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The report does not include revenues from consumer services, Internet access, hosting, business process outsourcing, professional services, or the sale/rental of data communications equipment.

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