How The Business Model for Liberalised Femtocells Could Work

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A conundrum …

Value (£M) per MHz p.a.

Source: Inepen, Aegis, Ovum, Ofcom
... and a Practical Step

Source: Ubiquisys
190 MHz is Available

Figure 4.3: 2.6 GHz band plan

Source: Ofcom
How much spectrum do you need?
Adding a New Kind of Player

Sources: Emerson Network Power, Samsung, Ubiquisys, Cisco, Intersales, Sue Bird, QNAP
Changing the Competitive Landscape

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Where’s The Money?
Better to Spread the Bet

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