

## Study: FTTH services generate more revenue than DSL

Yankee Group ([www.yankeegroup.com](http://www.yankeegroup.com)) and the FTTH Council Europe ([www.ftthcouncil.eu](http://www.ftthcouncil.eu)) released findings of a study in which Yankee Group analyzed the portfolios of 20 global



next-generation access service providers and interviewed their key executives. Following up on the December 2008 Yankee Group report, "Fiber to the World: A State of the Union Report on FTTH," Yankee Group Senior Analyst Benoît Felten and Program Manager Vince Vittore revealed several key findings at the FTTH Council Europe Conference in Copenhagen, Denmark:

• Providers with legacy DSL services have found that FTTH generates ARPU of 20% to 30% higher than DSL.

• A number of FTTH operations around the world have broken even already, after only a few years of operation.

• HDTV is increasingly a key acquisition driver but requires the whole content ecosystem to shift to HD to succeed.

• The next wave of revenues will come from further integration of wireline and wireless networks as well as wider-economy services such as home security and tele-education.

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- The next wave of revenues will come from further integration of wireline and wireless networks as well as wider-economy services such as home security and tele-education.
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