


HOT TELECOM

*'In a complex convergent world....
simple, straightforward facts and advice'*



Who we are



HISTORY

Offering telecom market research and advisory services to 100+ Tier-1 and Blue Chip companies for over 10 years.

TEAM

A core team of over 30 analysts and advisors with leading edge expertise and deep level experience working for telecom operators and vendors in 40+ countries.

LOCATION

Head office in Montreal, with a regional office in London and teams based in-region on all continents.

‘Finally, high calibre assistance delivered how you want it, where and when you need it, at a price that makes sense’

What we offer



REPORTS

- IPX Market Revenue Analysis
- Global Telecom market Status and Forecast
- Global Telecom Consulting report
- Mobile Termination Rates
- World Telecom statistics forecasts

ANALYSIS

- Bespoke market analysis (IPX, OTT)
- Telecom OSS, BSS market study
- Market entry strategy for enterprise services
- Competitor analysis
- C-Level executive survey

ADVISORY

- National and International wholesale
- Local network deployment and optimisation
- Enterprise portfolio development
- FTTx strategy and implementation
- Subsea cable planning and management
- Consultants' consultant

PEOPLE

- Flexible support models
- Subject Matter Experts
- Interim managers
- Managed services teams
- C-Level appointments

What we have delivered - Reports and Analysis



EXAMPLES:

- **Strategic business plans and competitive analysis** for the introduction of **IPX services** within four International wholesale carriers in Europe and North America.
- **Impact of OTT players and services** on the revenue/traffic of two International wholesale carriers in North America and Europe and development of strategic plans to help them compete.
- Development of a business plan for the **deployment of enterprise services** in North America, Europe and Asia for a global operator.
- In-depth **executive survey** and development of a **leading edge study** into **software testing for the CSP** market segment for a top OSS/BSS vendor.
- **Latin American market entry strategy** for one of Asia's main telecom operators, covering 10 countries.
- Evaluation of the **revenue potential of enterprise services** in 15 **African countries**.

What we have delivered - Advisory



EXAMPLES:

- Development and growth of global mobile companies' enterprise businesses
- Development and implementation of wholesale strategies and plans
- Advisory and consulting support for the creation and growth of International wholesale groups within new entrants in Asia and Canada.
- Modernisation, upgrade and management of local fixed access network organisations
- Company build and transformation programmes
- Development and implementation of a broadband and FTTH strategy and business case for fixed and mobile operators

CUSTOMERS INCLUDE:

Turk Telekom, Vodafone, Maxis, Telekom Malaysia, Indosat, TOT, SLT, BTC, MTN, Zain, Espresso, Sabafon, STC, Viva, Romtel, Svyazinvest, Starhub, ICE

What we have delivered - People



EXAMPLES:

- Subject matter expert contractors provided to carriers and consulting firms in MEA, Latin America, Asia in the following fields:
 - International wholesale
 - FTTx
 - Regulatory
 - Local access networks
 - Enterprise services

- C-Level and interim management appointments in Turkey, Ghana, Botswana, Malaysia, Singapore, Sri Lanka, Nigeria

- Support models used:
 - Weekly/monthly contracts
 - Long term yearly contracts
 - Performance related placements
 - Supply of people on a finder's fee basis

Some of our global customers

TATA COMMUNICATIONS



amdocs



中国电信
CHINA TELECOM



Senior Management



Isabelle Paradis

President

Isabelle is an international telecoms expert, with a Bachelor degree in Industrial Engineering, an MBA in Finance and over 18 years working experience in the Americas, Europe, Asia and Africa. Her areas of expertise include International wholesale, market research, business development, carrier relations, account management and product/project management.

HOT TELECOM has been serving global operators, governments, equipment vendors and telecom investors for over 10 years, providing leading edge market research and consulting services to industry leaders around the globe.



Colin Brooks

Vice President, Strategy and Business Development

Colin has over 20 years of global experience in the telecoms industry, conducting business in more than 60 countries worldwide. Until recently Colin was CEO of BT Telconsult with global responsibility for all BT Telco consulting engagements, along with the development and delivery of Telco based managed services and outsource contracts.

Colin's experience ranges across managing customer service organisations, mergers and acquisitions, joint venture management and advising and assisting telecoms companies in the development of their business through consulting, interim management and managed service solutions.



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