

CANADIAN
DATA COMMUNICATIONS SERVICES
MARKET REPORT



2018 EDITION

NBI / MICHAEL SONE
ASSOCIATES INC.

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**CANADIAN DATA COMMUNICATIONS SERVICES
MARKET REPORT, 2018 EDITION**

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About This Report

Examining the period of 2017-2020, NBI/Michael Sone Associates' **Canadian Data Communications Services Market Report, 2018 Edition** continues the tradition as the most comprehensive study published on the Data Communications Services Market in Canada. At over 60 pages and including 40 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, and Network Management Services. The Market Analysis in Section 2 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 3 provides comprehensive profiles of 13 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 of the companies profiled, 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. 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.