



Elementi chiave per la valorizzazione del diritto d'uso Osservatorio WiMAX



*the harmonious equilibrium
between innovation and
technology to create
a new way
of communicating.*



Andrea CALCAGNO, CEO

WiTech

Esperienza

- Da 4 anni al servizio del mercato Wireless Broadband
- Più di 100 anni su WiFi/Mesh, Hiperlan, WiMAX 3G/HSxPA, LTE/4G
- Membri del WiMAX Forum e del Tele Management Forum
- Partnership Internazionali

Leadership

- Primi Report su WiMAX e BWA in Italia
- Primo tool di Analisi Tecnica ed Economica per BWA al Mondo
- Prima piattaforma AAA/Radius per Nomadic Provider in Italia
- Market Leader in WiMAX Planning Services

Eccellenza

- Università di Pisa
- Polo Tecnologico
- Soci Fondatore di Cubit
- Premio Star Cup Toscana
- Finalista Premio Start-Up Italia

Agenda

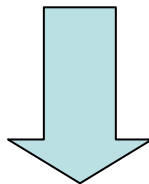
- Premessa.
- Il WiMAX
- Business Model.
- Elementi chiave .
- Approccio.

Agenda

- **Premessa.**
- Il WiMAX
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Premessa

Approccio di analisi per la valorizzazione del diritto d'uso



Analisi di Mercato e definizione del modello di Business

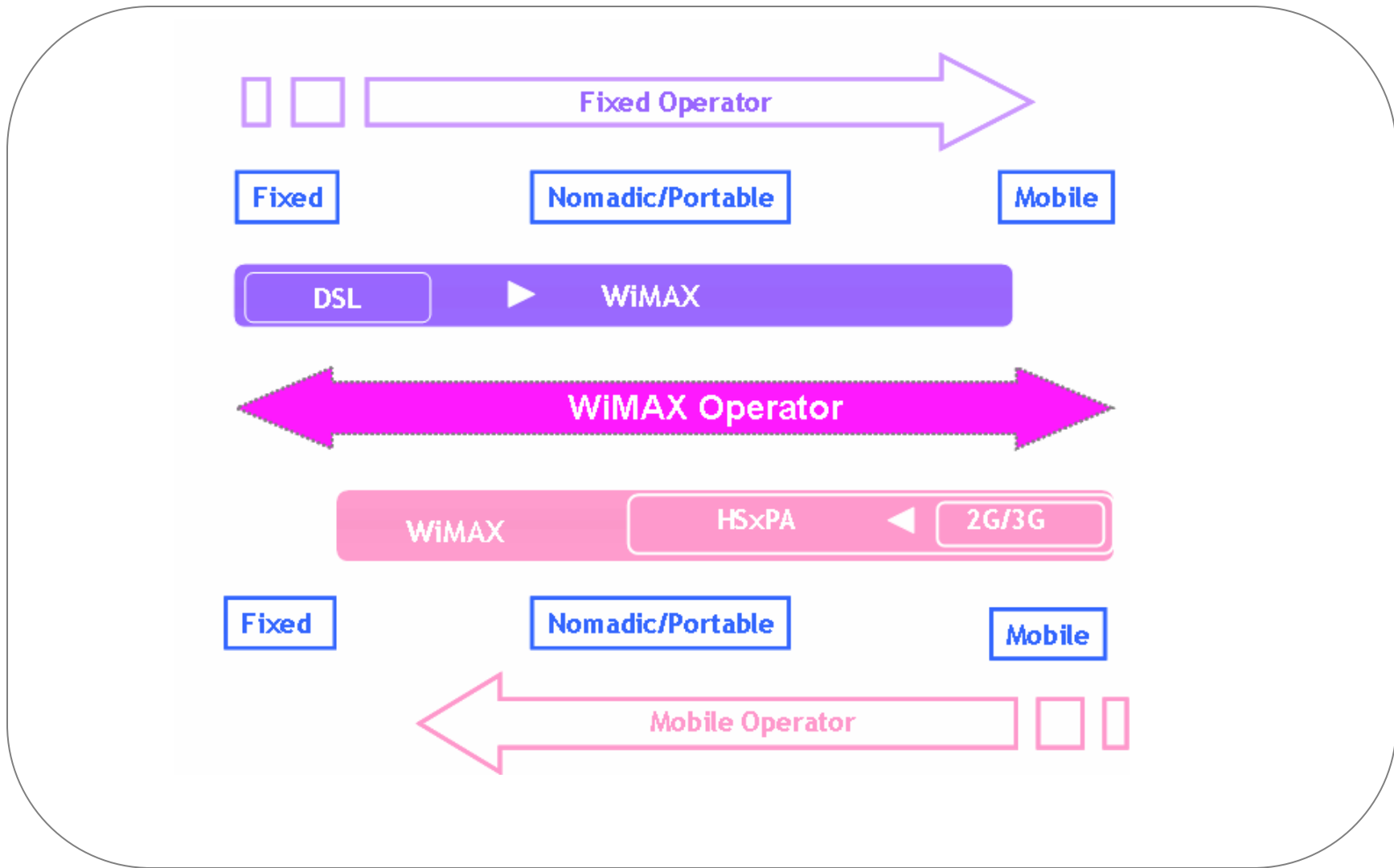
Studio di deployment e quantificazione CAPEX e OPEX nel rispetto degli obblighi

Effetti degli indicatori finanziari al variare del costo dello Spettro

Agenda

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WiMAX – e gli operatori

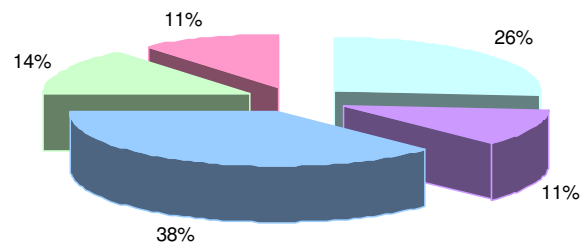
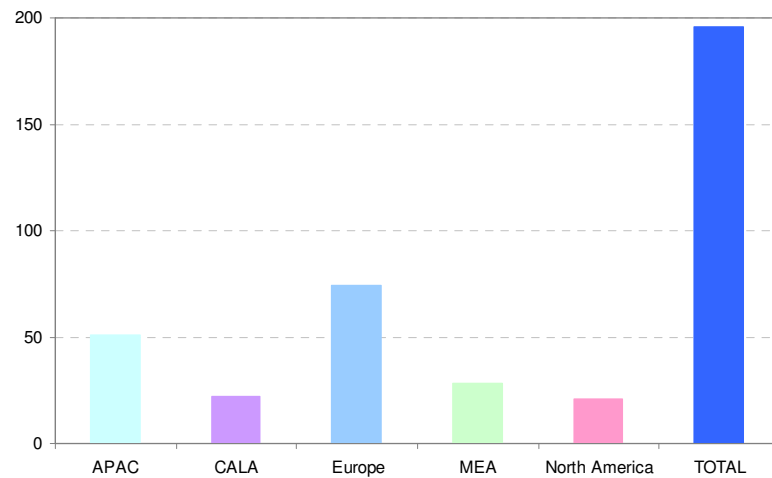


WiMAX – La situazione degli operatori



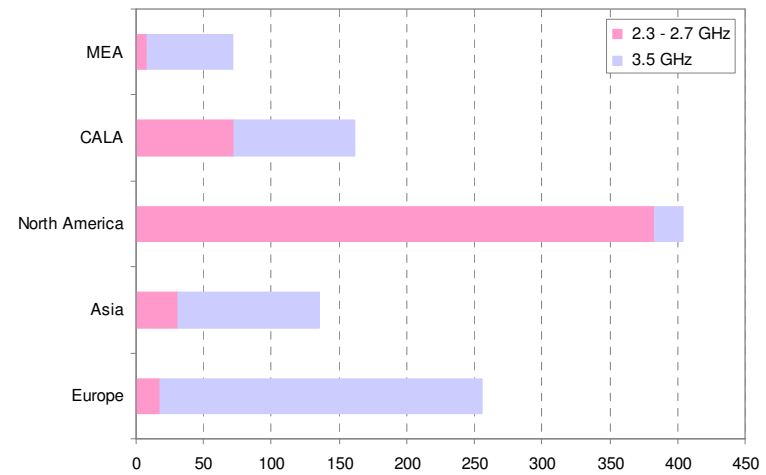
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WiMAX – La situazione degli operatori (2)



APAC CALA Europe MEA North America

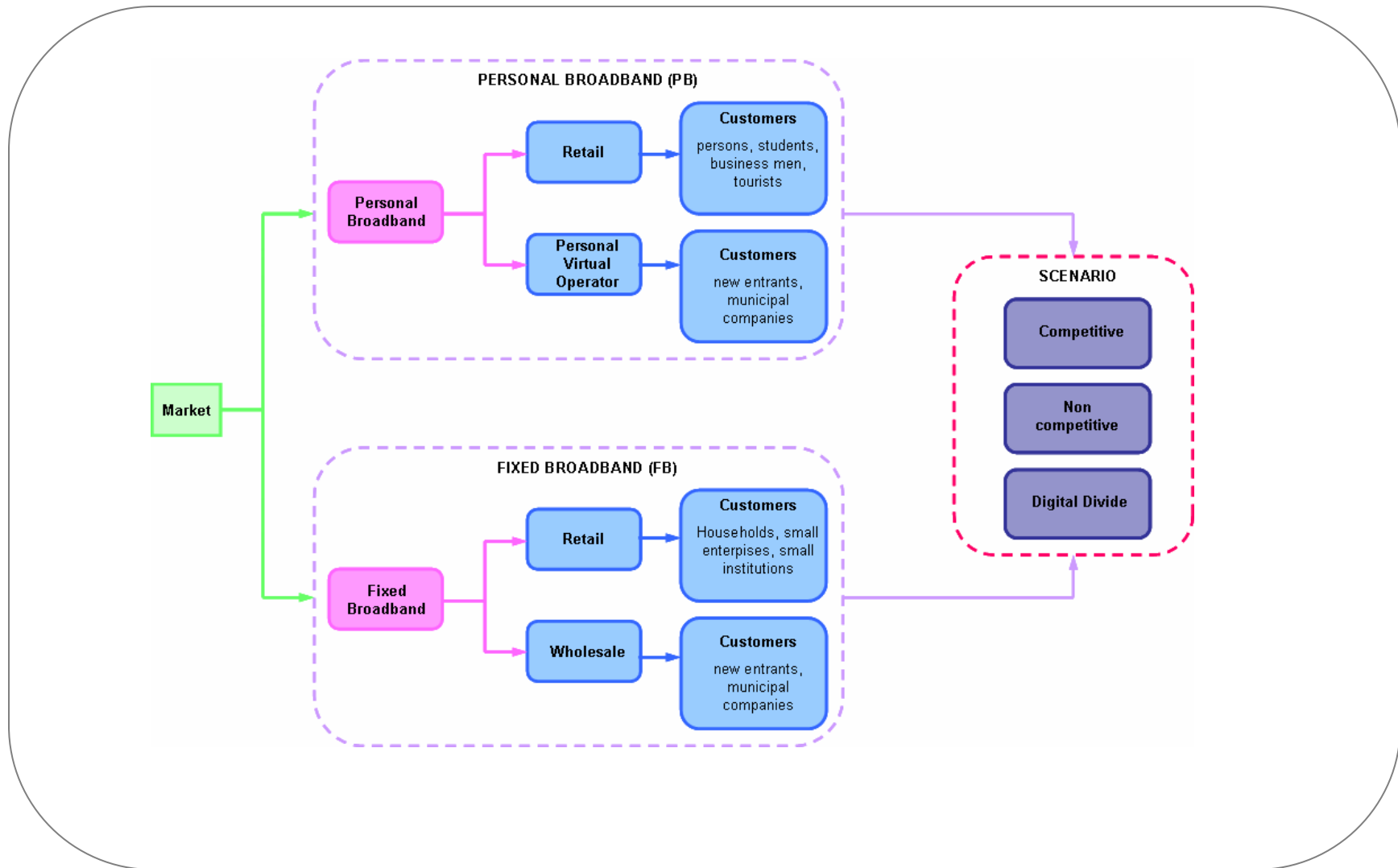
Pianificazioni WiMAX



Agenda

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Business Model

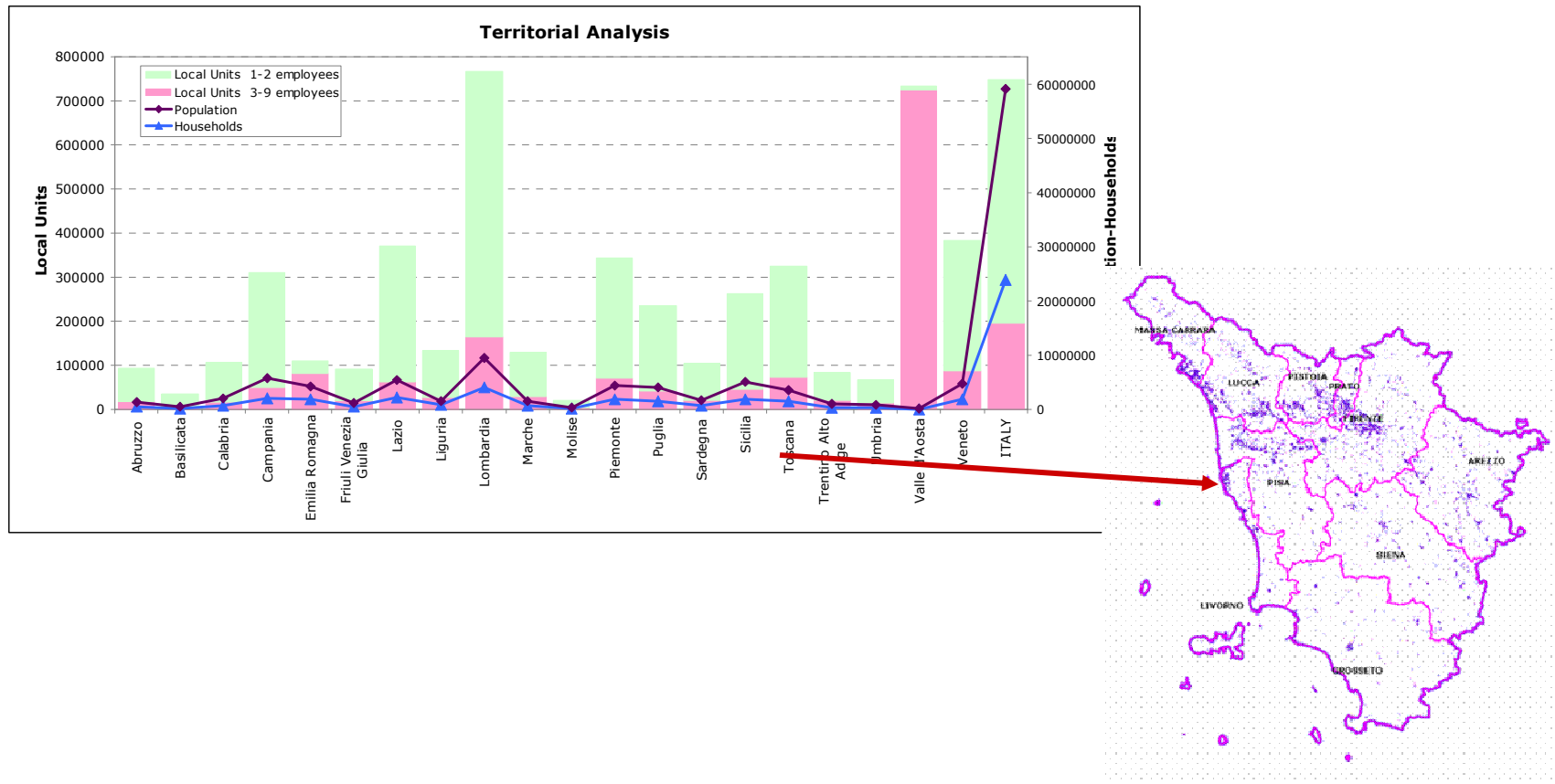


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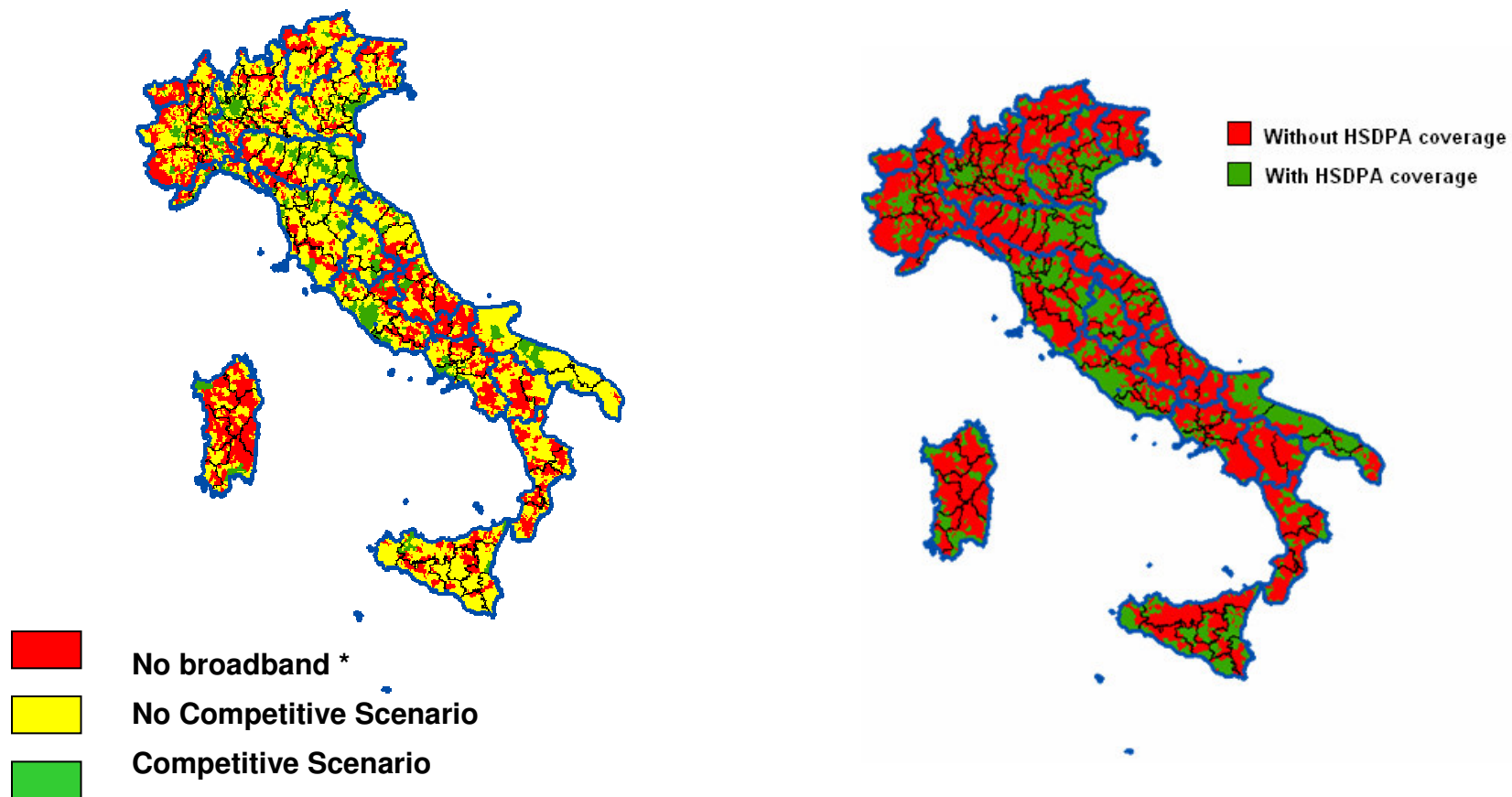
Agenda

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Analisi dell'indicatori territoriali supportati da un geomarketing puntuale

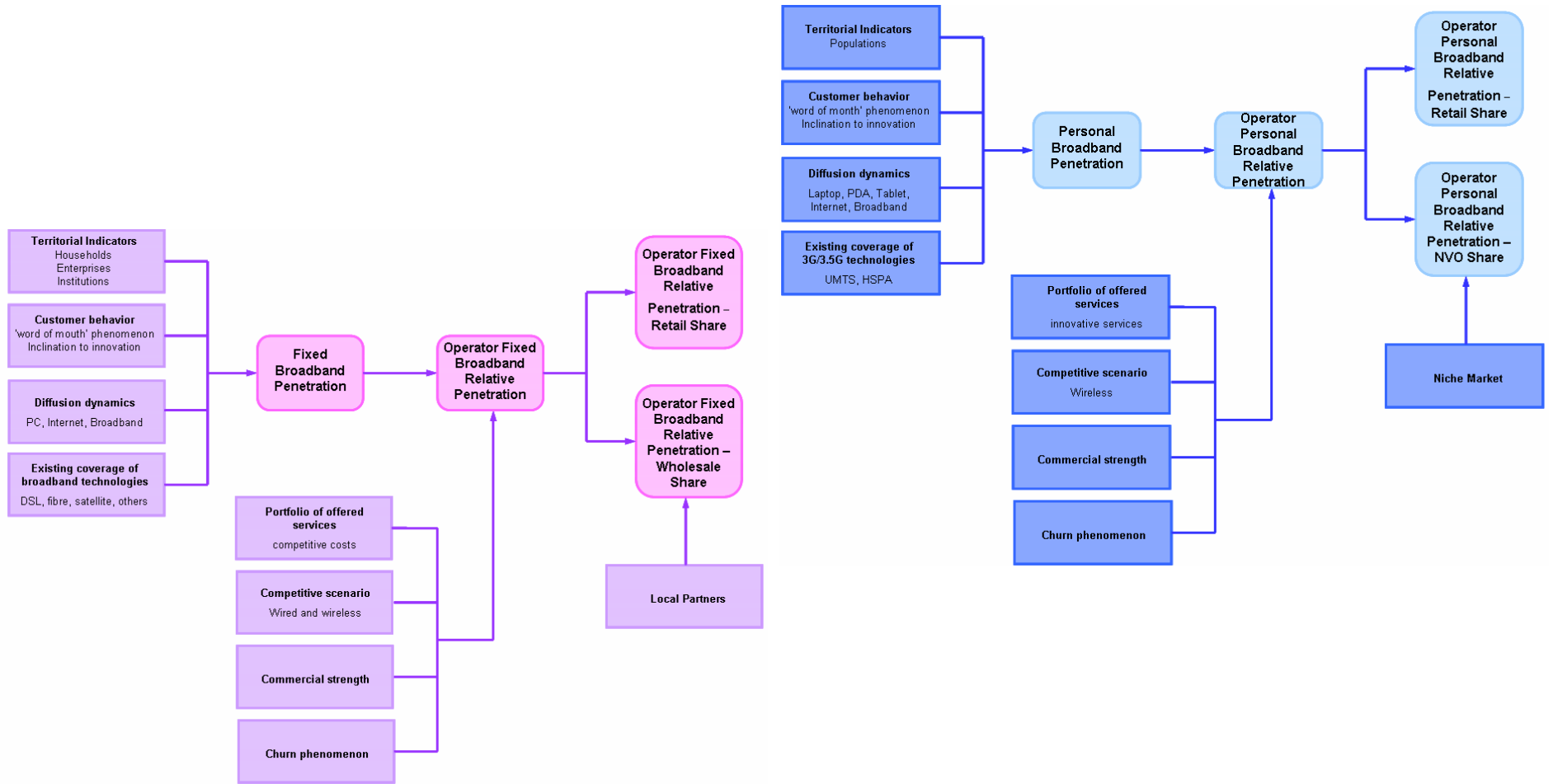


Analisi dei livelli di competizione infrastrutturale

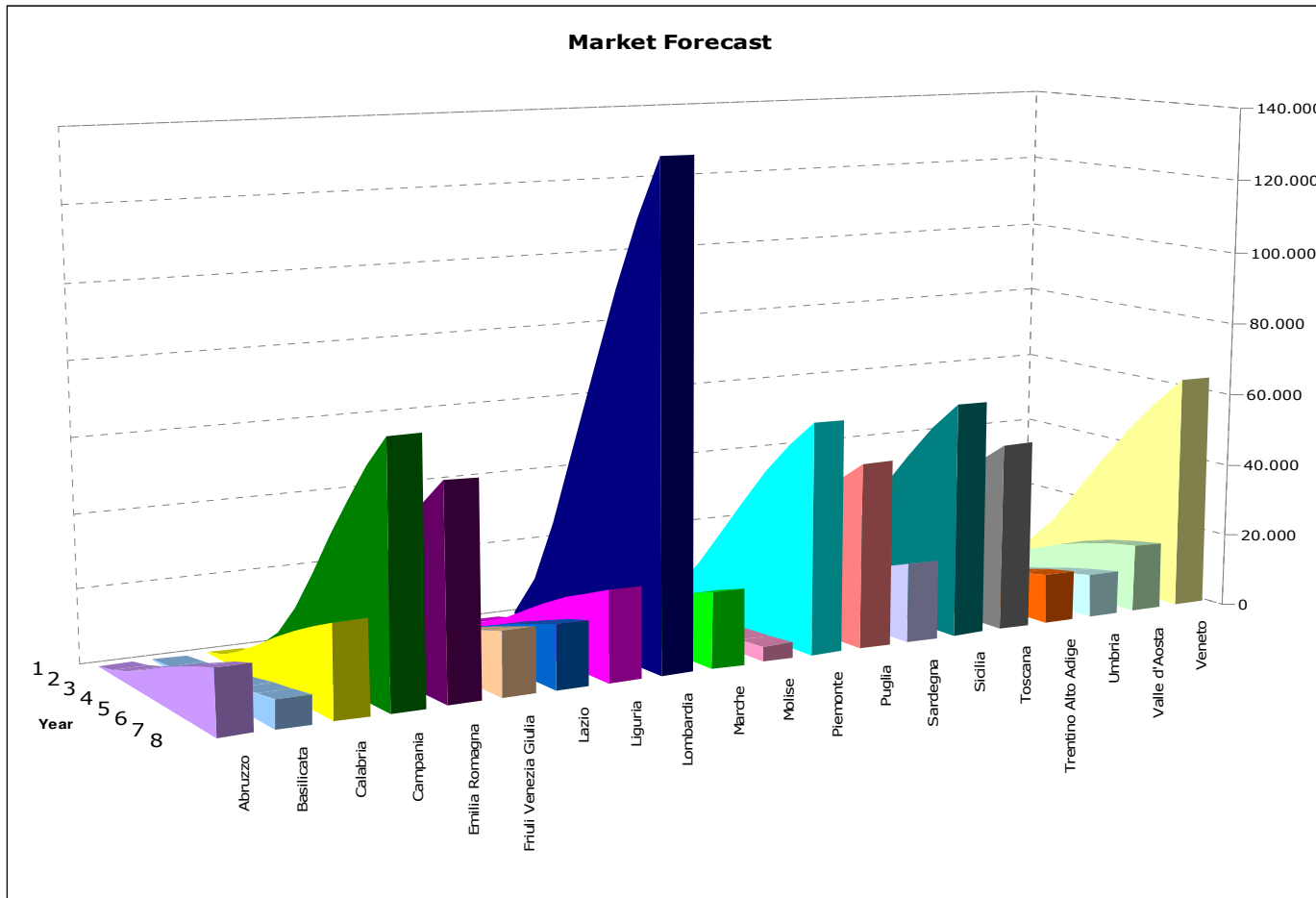


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Business & Forecast Model



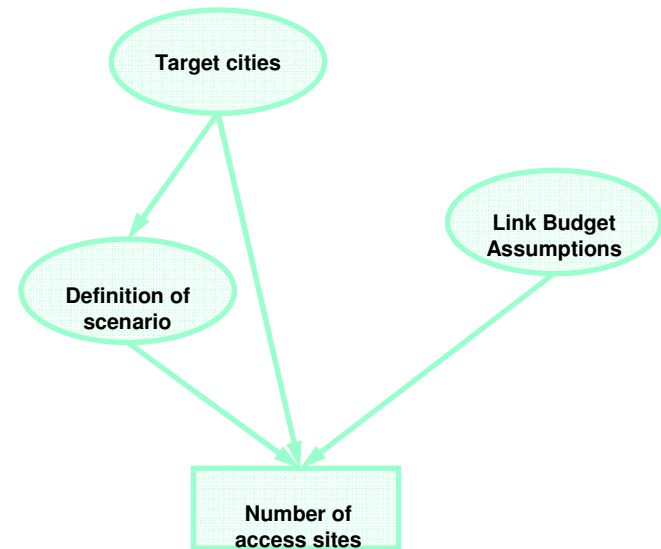
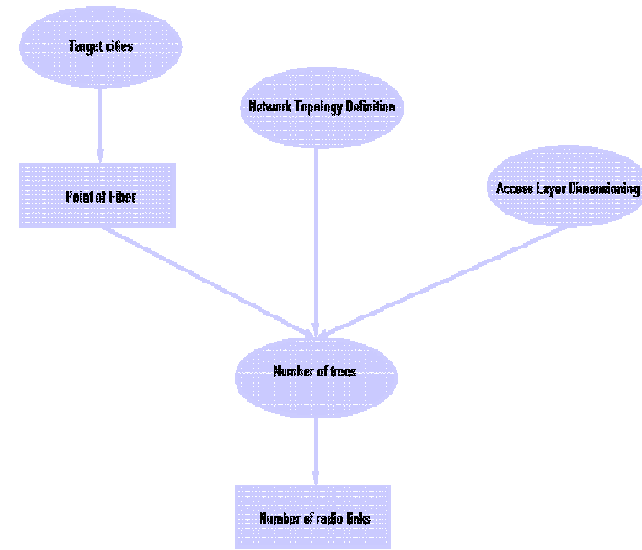
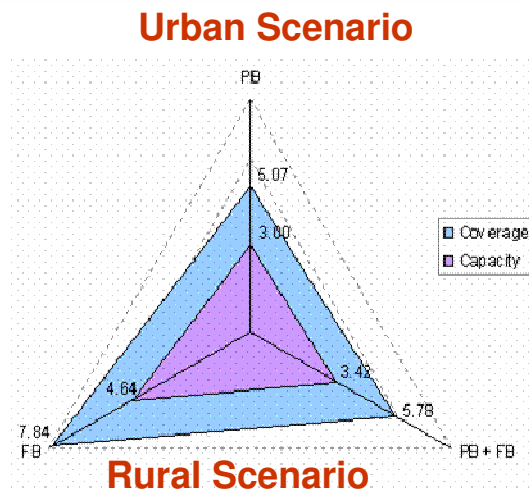
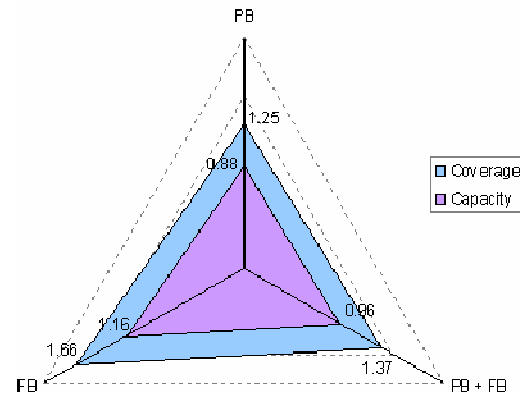
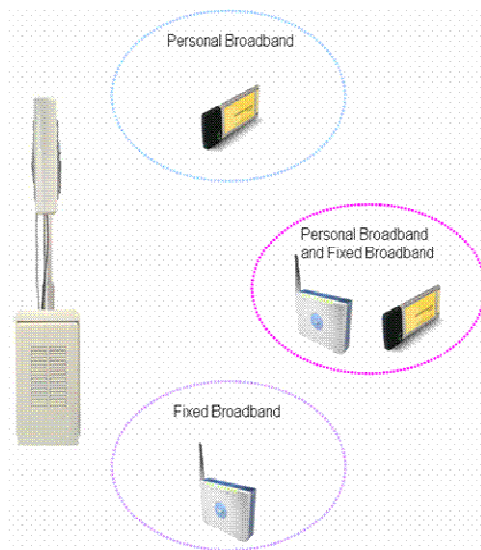
Business & Forecast Model



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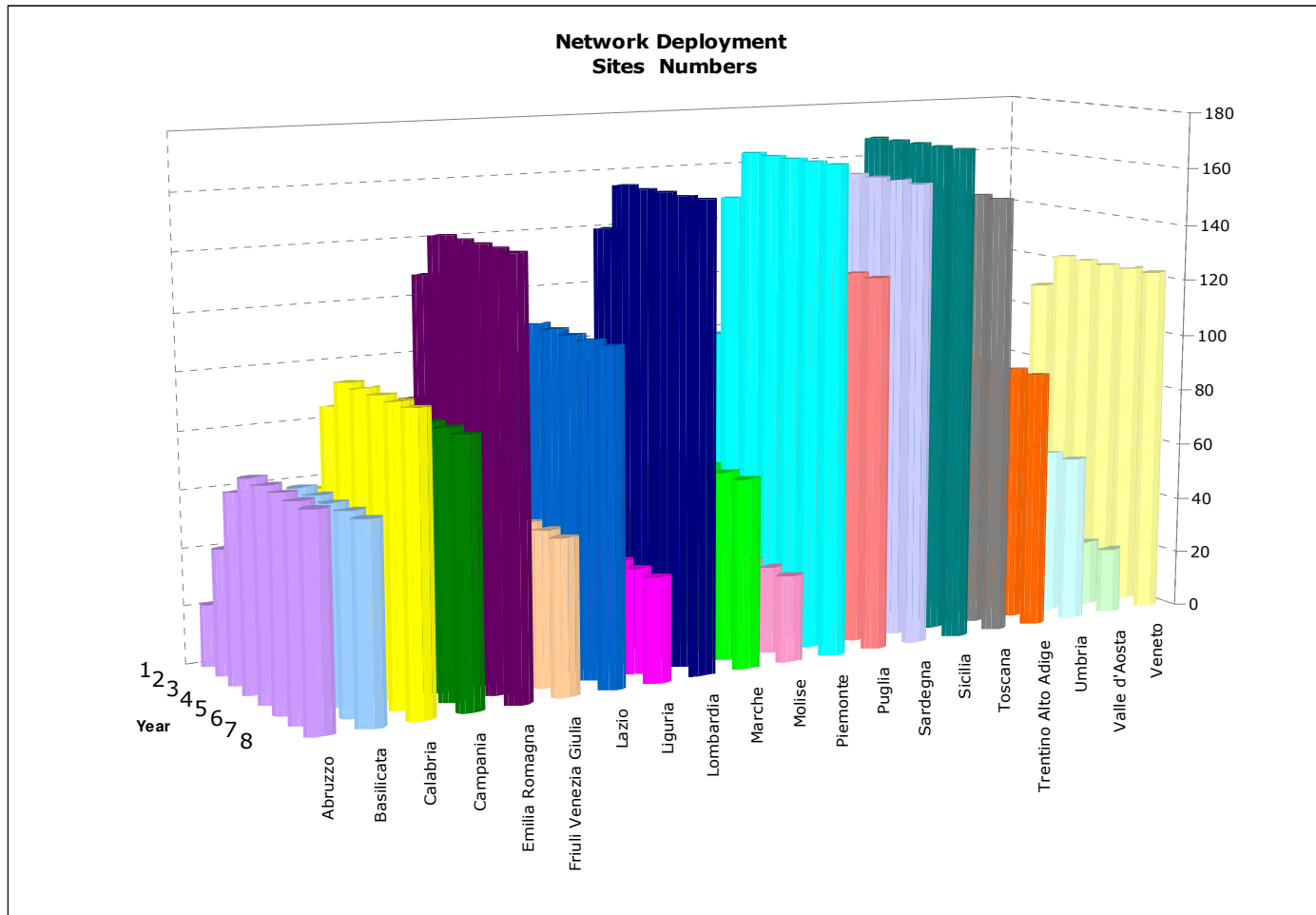
Main Assumption & Deployment

Technology Scenario and Performance



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Main Assumption & Deployment

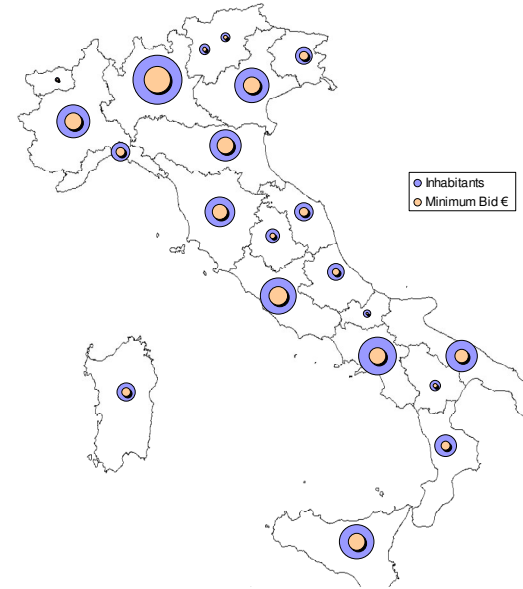


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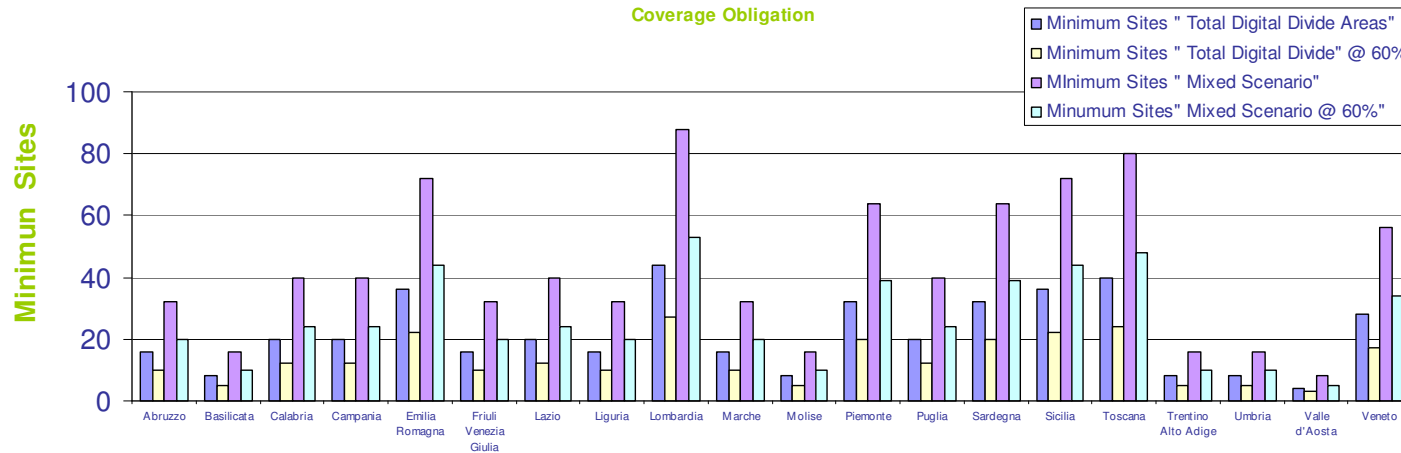
Obblighi



30 mesi



Coverage Obligation



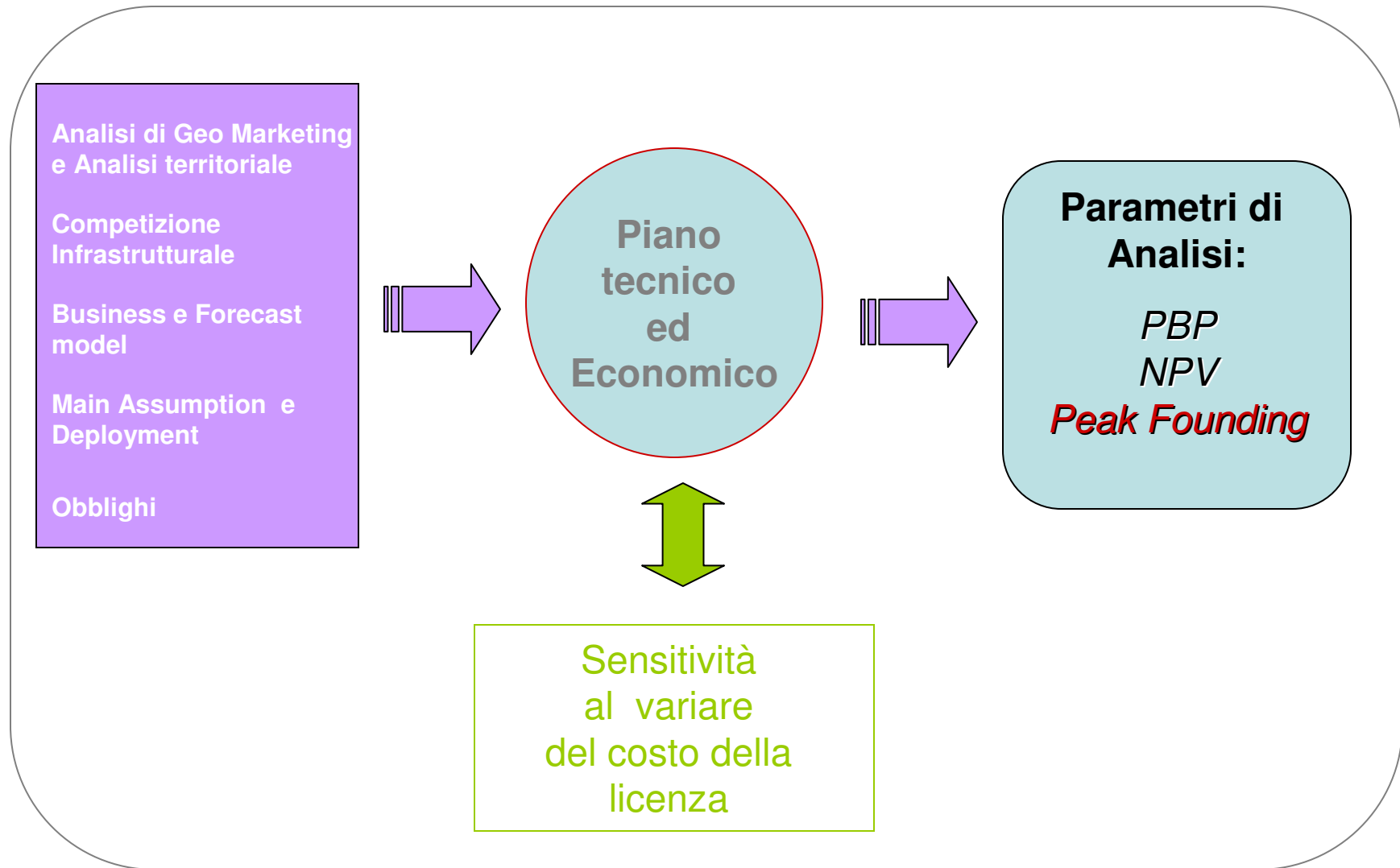
Regions

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Approccio





Grazie
per l'attenzione

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