

# GLOBAL NETWORK INFRASTRUCTURE (GNI)

MTN Consulting's annual subscription service

GNI is MTN Consulting's annual subscription service that bundles all its published research accessed via its intuitive [research portal](#). GNI covers over 190 network operators across three market segments: telecommunications, webscale (aka hyperscale), and carrier-neutral. Much of our research dives into individual segments, but we also help clients understand how the three segments work together and how that collaboration is changing over time. Our research also addresses the supply chain of vendors supporting the world's networks, and includes both market share and competitive analysis.

Over 12 months, GNI subscribers receive [32-40 reports](#) in total. That includes detailed quantitative reports on the three network operator segments, and a range of analytic reports on key companies and trends impacting the GNI market. This year, we are also adding a quarterly Data Center Investment tracker, a Telco Opex Analyzer updated twice a year, and focusing our overall research program more on data centers. This steady stream of market intelligence is designed to help clients make smart business decisions, and arm them with valuable data and visuals on industry trends.

## MARKET COVERAGE

- Telecom
- Webscale (or Hyperscale)
- Carrier-Neutral

## CORE RESEARCH TYPE

- Quarterly market reviews
- Network spending forecast
- Capex directions briefs
- Vendor share (Telco vertical)
- Telco opex analyzer
- Data center investment tracker
- Market & technology briefs
- Competitive assessments

## VALUE PROPOSITION

### VENDORS

- Track your customers' financial positioning and network investment trends
- Assess your position in telco and webscale markets, identify new competitors and partners, track market growth
- Identify where to invest incremental sales efforts

### NETWORK OPERATORS

- Benchmark your workforce, capital investment, and profitability against peers
- Gauge market power of suppliers, monitor your supply chain risk and identify new vendors
- Understand how the landscape of vendors and network operators will evolve over the next 5 years

## PRICING

GNI SERVICE TYPE	SUBSCRIPTION DURATION	NUMBER OF REPORTS	ANALYST INQUIRY HOURS	PRICE
PREMIUM	12 months	32-40 reports	10 hours	\$x
STANDARD	12 months	32-40 reports	-	\$x

\*Additional inquiry time may be purchased for a price of \$y per hour, if purchased per hour, or for \$z for a block of 10 additional inquiry hours. No more than three additional inquiry blocks can be purchased per year.

### ABOUT US

- Market research and advisory firm focused on communications network infrastructure.
- Founded in 2017 by Matt Walker, a telecom analyst with 25+ years of industry experience.
- US-based company with global perspective and pool of several freelance contributing analysts.

### OUR GOAL

- Mission: Forecasting the future of communications network infrastructure markets.
- Providing clear, credible, and holistic insights into the direction of network infrastructure markets.
- Providing stellar customer support is crucial to the value we provide to subscription clients.

### OUR USP

- Independence is central to our mission as we focus on providing unbiased, opinionated research.
- We have no research silos; our size lets us be consistent in coverage and deliver fast.
- Network spending is a theme which cuts across all of our research.