

## Trends on Convergence and Migration Leaps

### **Abstract**

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- Convergence taking place in today's technologies offer a unique opportunity for developing countries to benefit from economies of scale by skipping some intermediate evolution steps and go to the most efficient solutions. This paper considers the main dimensions in convergence, the related key economical factors, the migration status for leading service providers and a strategy for convergence of an operator with universal scope in a competitive environment. Those factors allow defining the best steps for countries that may benefit from developments and experience in leading countries to exploit the advantages of well proof network solutions.

- Examples are illustrated for leapfrogging in the evolution of fixed, mobile and access networks. The migration steps from a classical operator towards a universal operator for voice, data and video in fixed and mobile networks are defined as a "stair case" strategy that aggregates new business domains on top of the currently in operation..

- Different alternatives of operation are evaluated in a case study for an integrated network that provides several mixes of voice, data and video related services in order to illustrate the sensitivity of the economical indicators as Net Present Value on the business health of the operator. Conclusions are derived on the business feasibility and positioning in a competitive market as a function of the services categories and customer classes to be addressed.