



NEW PARADIGM RESOURCES

NEW PARADIGM RESOURCES GROUP'S NEW *FIXED WIRELESS CARRIERS REPORT*™ FINDS MARKET RENAISSANCE

Fixed Wireless Market Could Top \$1.0 Billion by 2009, Targeting Carrier Backhaul and Large Enterprise Markets

CHICAGO, MARCH 20, 2006 – A second generation of fixed wireless providers is taking wing in the marketplace, launching an industry renaissance that could dim the memory of earlier fixed wireless high-flyers that crashed and burned. Taking aim at the high volume wireless/wireline backhaul markets and large corporate enterprises, this new wave of fixed wireless operators may find themselves piloting a \$1.0 billion market by 2009, according to the just-released *Fixed Wireless Carriers Report*™ (1st Edition) by New Paradigm Resources Group, Inc. (NPRG).

The new NPRG report finds that fixed wireless carriers now have better business models and market drivers than their predecessors. The primary difference: The new generation is focusing on carrier backhaul and large customers versus small end users.

“Today’s fixed wireless operators may be in the right place at the right time,” said NPRG President Terry Barnich. “End user demand for high-bandwidth next generation services and applications is putting pressure on wireless and competitive carriers for high-capacity backhaul, while at the same time, enterprise and government customers’ want big pipes that connect to long-haul networks. This is a golden opportunity for fixed wireless carriers that are positioned to go head-to-head with traditional fiber-based offerings by the incumbents.”

NPRG’s *Fixed Wireless Carriers Report*™ (1st Edition) takes an in-depth look at each of the leading players in the next generation of fixed wireless: AT&T, Inc., FiberTower, First Avenue Networks, IDT Spectrum, Telcove, TowerStream and XO Communications, and at 13 additional “Carriers to Watch” – operators that may make a move in the fixed wireless arena.

The report also explores and analyzes the vendor community, offering detailed analysis of key providers serving fixed wireless operators: Alcatel, Alvarion, BridgeWave, Cable AML, Ceragon Networks, DragonWave, E-Band Communications Corporation, Ericsson, GigaBeam, Harris, Hughes, Loea Corp., NEC, Nera, Nokia, Proxim Wireless, Siemens, SR Telecom, and Stratex.

Highlights of NPRG’s new *Fixed Wireless Carriers Report*™ (1st Edition) include:

- **Market Drivers that Make the Difference.** Fixed wireless carriers will see strong demand driven by: (1) Increased bandwidth needs resulting from new cellular features; (2) WiMAX deployment; (3) Lack or cost of existing copper infrastructure

to required points; (4) Limited connection of office buildings to fiber networks; and (5) New federal government requirement for government offices to have physically diverse networks.

- **Cellular Backhaul Promises Exponential Market Growth.** Starting at just \$12.8 million in 2005, fixed wireless carrier revenue derived from cellular backhaul could explode 50-fold to nearly \$630 million by 2009.
- **Special Access and Fiber Expansion Market to Soar.** Revenue from special access and fiber extension, now slightly under \$4 million, will balloon to \$261 million in just three years.
- **Broadband Wireless/WiMAX Backhaul Holds Promise.** Tiny today, with expected revenue of just \$1.2 million in 2006, this market may show the highest growth rates of all, reaching \$173 million in 2009.

“We are at the beginning of fixed wireless’ second attempt to win a seat at the table of major players in the telecom access and transport markets,” said Craig Clausen, NPRG Senior Vice President. “Fixed wireless operators will have to earn the trust of customers by presenting a strong value proposition versus the traditional offerings of the incumbents. But the prospects are promising. The fixed wireless carriers’ business plans, technology, and marketing savvy could make this second foray into the telecom mix a winner.”

The *Fixed Wireless Carriers Report™ (1st Edition)* is available from NPRG for \$4,250 (additional copies are \$2,100). Site Licenses are also available. Order your hardcopy(s) or CD-ROM(s) by calling Rochelle Barnich at 312-980-7823 or via e-mail at rbarnich@nprg.com.

About New Paradigm Resources Group

New Paradigm Resources Group, Inc. (NPRG) is the nation’s leading research and consulting firm analyzing the competitive telecom industry. NPRG’s industry analysis reports are recognized as the most reliable and comprehensive in the competitive telecom sector with several specializing on various segments, such as the *Competitive Carrier Report™*, *VoIP Report™*, the *Broadband Provider Report™*, the *Cable Broadband Telephony Report™*, the *Competitive IOC Report™* and the *ILEC Report™*. By continually monitoring the telecom market to develop these in-depth reports, NPRG underscores and hones its expertise in providing a wide range of client-specific market research, strategy consulting and expert witness services requested by carriers, investment bankers, equipment vendors, and consultants in the industry. NPRG was founded in 1993 and is headquartered in Chicago. Additional information about New Paradigm Resources Group is available on the Internet at www.nprg.com

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