

TECHNOLOGY FUTURES INC.

Sample Track Record

Year/ Technology	TFI Forecast Then	Situation Then	Common Wisdom Then	Actual Outcome
1986 Local Digital Switching	All Local Digital Switching by 1997-2001	11% Digital, 60% Analog ESS & Growing	Few Analog ESS Retirements Before 2000	92% Digital in 1998; 98% by 2000
1987 Cellular Prices	Cellular Total Monthly Cost (250 Minutes) Down to \$40-60 by 1997	Total Monthly Cost: \$145	Cellular Inherently Expensive	\$30 Monthly for 250 Minute Plans Common
1987 Wireless vs. Wireline	Wireless Will Compete With Wireline by the Late 1990s	U.S. Wireless Subscribers Under 1 Million	Wireless Is Strictly a Complement to Wireline	100 Million U.S. Subscribers in 2000. Wireless for Wireline Competition has Begun
1988 Digital Loop Carrier	15% of Access Lines on Fiber Digital Loop Carrier (DLC) by 1996	1% of Access Lines on Fiber DLC	DLC Only Useful for Long Loops (<10% of Access Lines)	15% of Access Lines on Fiber DLC in 1997
1989 SONET	40% of LEC Fiber Circuits on SONET in 1997	SONET in Technical Field Tests	SONET Promising but Unknown	40% of LEC Fiber Circuits on SONET in 1997
1990 Digital Communication Services	Mass Market for Digital Communication Services will Develop in 1990s	Severe Problems Rolling Out ISDN	No Need for Digital; Analog Modems Okay for Mass Market	1-2 Million XDSL and Cable Modems in 2000 and Rapidly Growing
1991 Electronic Image	Most Computer-based Images Sent Electronically by 2000	Most Images Sent by Hard Copy, Tape or Diskette, or Fax	Varied	Internet/WANs Handle Wide Variety of Imaging
1992 Online Households	17% of U.S. Households Will Be Online by 1997	Less Than 1% of HHs Online Services	Videotex/Online Services "Dead on Arrival"	20% of All HHs Online in 1997, Over 40% by 2000