



Telecom Network APIs

2012 - 2016



Overview:

Telecom Network APIs capitalize on existing network infrastructure to create a vast array of business opportunities for carriers worldwide. In essence, these APIs allow carriers to disseminate a wealth of internal information or resources to third parties. This could entail everything from network QoS for video service delivery to Subscriber Data Management (SDM) for advertising and profiling, the goal being to enable third party developers to offer services in return for revenues.

Today nearly 9 % of all Web and 5 % of all mobile applications utilize APIs. This figure is expected to increase to over 68 % by the end of 2016, driven by growing investments from the vendor, developer and the carrier community. As a consequence, the Telecom Network APIs market is expected to account for nearly \$ 75 Billion in global revenues worldwide by 2016, growing at a CAGR of 37 % between 2012 and 2016.

This report provides an in-depth assessment of the global Telecom Network APIs market, including business models, value chain analysis, operator and vendor strategies and a quantitative assessment of the industry from 2012 till 2016.

This report addresses the following key topics:

- The Business Case for Telecom Network APIs: An assessment of the business case for Telecom Network APIs
- **API Aggregation:** The role of API Aggregators, the total cost usage for APIs with aggregation and a review of aggregator API usage by category.
- Value Chain and Telco Operator APIs Usage: An analysis of the value chain of telecom operator API usage for services including an assessment of revenue across participants in the value chain from end users, developers, aggregators to the API owners, and how this economic model will change over time.
- Network Operator, Application Provider & Vendor Strategies: An analysis of how operators, application providers and vendors will position themselves to capitalize on network APIs
- **Telecom and Non-Telecom Network API Analysis:** Evaluation of major Telecom network, Non-Telecom Network APIs, API "Mashups" globally, and an assessment of which APIs will lead the market in the future.
- Market Analysis and Forecasts: A global and regional assessment of the market size and forecasts for the Telecom Network API market from 2012 to 2016



Companies in Report:

- Acision
- Alcatel Lucent
- Amazon
- America Movil
- Apigee
- AT&T
- BBC
- eBay
- Ebay
- Flickr
- FONfinder
- France Telecom (Orange)
- GenSMS
- Gilt Groupe
- Google
- GoogleGSMA
- Korea Telecom

- Last.fm
- LOC-AID
- Microsoft
- Mox eHealth
- Netflix
- Pearson
- Placecast
- Rogers
- Salesforece.com inc
- Samsung
- Shopping.com
- Sprint
- Telefonica
- T-Mobile
- Twilio
- Twitter
- UnboundID

- Verizon Wireless
- Vodafone
- Vodafone
- Wholesale Application Community
- Yahoo
- YouTube

Target Audience:

- API Aggregators
- Investment Firms
- Application Developers
- Mobile Device Vendors
- Mobile Network Carriers
- Service Bureau Companies
- Wireless Infrastructure Vendors
- Telecom Managed Service Providers



Table of Contents

1.2 1.3 1.4	Introduction 7 Executive Summary 7 Topics Covered 8 Key Findings 10 Target Audience 11 Companies Mentioned 12		4.1.3 4.1.4 4.1.5 4.1.6 4.1.7 4.1.8 4.1.9	Google Maps 39 Facebook 40 Youtube 40 Flickr 41 Ebay 42 Last.fm 43 Amazon Web Services 43
	An Overview of Telco Network APIs 14 Defining Network APIs 14	1	4.1.10	Bing Maps 44 Yahoo Web Search API 44
	Why are Carriers Adopting Telco Network 16		4.1.12	Shopping.com 45 Salesforce.com 46
2.3	Telco Network API Categories 17 SMS and RCS-E 17		4.2 4.2.1	Mashups 48 BBC News on Mobile 48
2.3.2	MMS 17 Location 17		4.2.2 4.2.3	GenSMS emailSMS 48 Foursquare 49
2.3.4	Payments 18		4.2.4	Amazon SNS and Nexmo 49
2.3.6	Voice/Speech 18 M2M 18		4.2.5 4.2.6	Triage.me 50 MappyHealth 50
2.4		9	4.2.7 4.2.8	Lunchflock 51 Mobile Time Tracking 51
	Two-Sided Business Model 19 Exposing APIs to Developers 19		4.2.9 4.2.10	Fitsquare 51 GeoSMS 52
	Web Mashups 20 What % of Applications use APIs 21			FONFinder 52 Pound Docs 52
	The Revenue Potential of APIs 23 Telco Network API Usage by Industry Seg-			140Call 52 Salesforce SMS 53
	25 Telco Network API Value Chain 26		5	Carrier, Application Provider & Vendor Stra
	Visualizing the Value Chain 26 How the Value Chain will Evolve Over		5.1	54 Carrier Positioning in the LTE Era 54
Time 2.8.3	27 API Transaction Value Split Among Players 2		5.1.1 5.1.2	Increasing API Investments 54 The Rise of SDM 55
	Cost for Different API Transactions 30 Volume of API Transactions 31		5.1.3 OneAF	Working Towards Standardisation: The GSPI 56
3	API Aggregation 32			Carrier Attitudes towards APIs in the U.S \ia Pacific and Western Europe 58
	The Role of API Aggregators 32 Total Cost Usage for APIs with Aggrega-		5.2 5.2.1	Carrier API Programs Worldwide 59 AT&T Mobility 59
tors	32 Start-up Costs 33			Verizon Wireless 61 Vodafone 63
3.2.2	Transaction Costs 33 Ongoing Maintenance/Support 33		5.2.4 5.2.5	France Telecom 64 Telefonica 66
	Professional Services by Intermediar-		5.3	Should Carriers Open Network APIs to OT e Providers 68
3.3	Aggregator API Usage by Category 34		5.3.1	Allowing OTT Providers to Manage Applica
3.3.2	An LBS Case Study: LOC-AID 34 Aggregation: Intersection of Two Big		tions 5.3.2	68 Carriers Lack the Innovative Skills to Capit
	35 The Case for Other API Categories 35		5.4	s Alone 68 Developer Attitudes Towards API Adop-
3.3.4	Moving Towards New Business Models 3		tion 5.4.1	69 A Critical Asset to Developers 69
	Non Telco Network APIs and Mashups 3 Non Telco Network APIs 38		5.4.2 5.4.3	Stimulating the Growth of API Releases Working Alongside Carrier Programs 70
	Twitter 38 Netflix API 39			



Table of Contents (cont.)

6.3.5 North America 6.3.6 Western Europe

5.4.4 5.5 5.5.1	Developer Preferences: Google vs Carriers 71 Vendor Strategies: Creating a Unique Role within the Value Chain 72 Positioning as Enablers in the Value Chain 72
5.5.2	Moving Away from a Box/Product Supplier Strategy 72
5.5.3	Moving Away from a Box/Product Supplier Strategy 73
5.6	Company Profiles 74
5.6.1	Alcatel Lucent 74
5.6.2	UnboundID 76
5.6.3	Twilio 78
5.6.4	LOC-AID 80
5.6.5	Placecast 82
5.6.6	Samsung 84
5.6.7	AT&T Mobility 85
5.6.8	Apigee 86
6	Market Analysis 88
6.1	Telco Network APIs Revenue 2012 - 2016 88
6.2	Telco Network APIs Revenue by API Category 2012 - 2016 89
6.2.1	Messaging API Revenues 90
6.2.2	LBS API Revenues 91
6.2.3	SDM API Revenues 92
6.2.4	Payment API Revenues 93
6.2.5	Other API Revenues 94
6.3	Telco Network APIs Revenue by Region 2012 - 2016 95
6.3.1	Asia Pacific 96
6.3.2	Eastern Europe 97
6.3.3	Latin & Central America 98
634	Middle Fast & Africa 99

100 101



List of Figures

Figure 1: Wireless Carrier Assets 15	
Figure 2: The Telco Network APIs Value Chain 26	
Figure 3: Value Split Among Aggregators, Carriers and Web Enterprises for API Transactions: 2012 - 2016 28	
Figure 4: API Transaction Costs (US Cents) 2012 - 2016 30	
Figure 5: Volume of API Transactions for a Tier 1 Carrier (Billions per Month): 2012 - 2016 31	
Figure 6: GSMA OneAPI: Benefits to Stakeholders 57	
Figure 7: Verizon Wireless APIs 59	
Figure 8: Verizon Wireless APIs 61	
Figure 9: France Telecom (Orange) APIs 64	
Figure 10: Telefonica APIs 66	
Figure 11: UnboundID's Portfolio of Services 76	
Figure 12: Twilio's Portfolio of Services 78	
Figure 13: LOC-AIDs's Exchange Server Architecture 80	
Figure 14: Placecast's ShopAlerts Solution 82	
Figure 15: Apigee's Portfolio of Services 86	
Figure 16: Telco Network APIs Revenue (USD Billions) 2012 - 2016 88	
Figure 17: Telco Network APIs Revenue (USD Billions) by API Category 2012 - 2016 89	
Figure 18: SMS APIs Revenue (USD Billions) 2012 - 2016 90	
Figure 19: LBS APIs Revenue (USD Billions) 2012 - 2016 91	
Figure 20: SDM APIs Revenue (USD Billions) 2012 - 2016 92	
Figure 21: Payment APIs Revenue (USD Billions) 2012 - 2016 93	
Figure 22: APIs Revenue for Other Categories (USD Billions) 2012 - 2016 94	
Figure 23: Telco Network APIs Revenue (USD Billions) by Region 2012 - 2016 95	
Figure 24: Telco Network APIs Revenue (USD Billions) in the Asia Pacific Region 2012 - 2016 96	
Figure 25: Telco Network APIs Revenue (USD Billions) in the Eastern Europe Region 2012 - 2016	97
Figure 26: Telco Network APIs Revenue (USD Billions) in the Latin & Central America Region 2012 - 2016 98	
Figure 27: Telco Network APIs Revenue (USD Billions) in the Middle East & Africa Region 2012 - 2016 99	
Figure 28: Telco Network APIs Revenue (USD Billions) in the North America Region 2012 - 2016	100
Figure 29: Telco Network APIs Revenue (USD Billions) in the Western Europe Region 2012 - 2016	10



Order Form

Report Title Telecom Network APIs 2012 - 2016									
Telecolli Network AF15 2012 - 2010									
License Type									
☐ Single User License		_	wide License ensing options merce						
Family/Surname	First Nam	е							
Position	Company								
Address									
Country	Post Code)	FAX						
Telephone	Email								
Order Type									
MasterCarch MasterCarch New U.S.A.		Order by	FAX at 1 877 646	6 3266					
Card Number									
Expiration Date (MM/YY)	CV Code								
Cardholder's name	Signature								
Billing Address									
Billing Address									
Postcode	Country								
		Signatur	<u> </u>	Date					
		Olgilatai	<u> </u>	Date					

Online Ordering

Customers can order online by visiting report web page:

http://www.mindcommerce.com/Publications/TelecomAPI 2012-2016.php