



About Us

Pioneer Consulting is a highly regarded international marketing research and consulting firm specializing in global high-speed telecommunications networks and technologies. Since its inception in 1997, the company has become one of the leading providers of in-depth, analytical telecom research in the consulting industry. Pioneer's services and products draw upon a complementary range of expertise and data and are enhanced by the contribution of many analysts. Pioneer's focus is concentrated in three practices:

- **Optical Transport**
- **Submarine Systems**
- **Emerging Wireless**

Pioneer's clients are comprised of some of the world's major network equipment vendors, national PTT's, competitive carriers, systems integrators, satellite service providers and major financial institutions.

In the Spotlight

Pioneer's analysts are regularly quoted in such leading industry publications as *Communications Week International*, *Fiber Optics News*, *Interactive Week*, *Lightwave*, *Tele.com*, *Telephony* and *Via Satellite*, as well as leading financial publications such as *The Wall Street Journal*, *The New York Times*, *Financial Times*, *Forbes Magazine*, *BusinessWeek*, *TIME* and *Newsweek*.

Market Intelligence

Pioneer focuses on providing comprehensive research and valuable market insight in "hot" areas which are identified by our clients. Recognizing the convergent nature of today's telecom and IT markets, Pioneer has gathered together a team of industry leading experts who are able to work across traditional boundaries and provide businesses with the strategic competitive intelligence needed to make long-term business decisions.

Our expertise covers a broad spectrum of telecom markets ranging from Metro and Core optical networks, through Broadband Wireless Access and IP Convergent networks, to Ultra-long Haul submarine, terrestrial, and satellite systems.

We also provide market research on specific leading edge technologies such as, Gigabit Ethernet, DWDM, SONET/SDH, Softswitches, xDSL, Broadband Satellite, and Software-defined Radio, comparing and contrasting competing technologies and forecasting which will be the "winners" and "losers".

Custom Consulting Services

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By incorporating published research with supplemental primary and secondary data drawn either from our own database or from extensive external sources, Pioneer's analysts have the ability to react in "real time" to a Customer's request for customized research.

Pioneer's Analysts work closely with the Client's appointed representatives to scope out a project, plan the milestones and deliverables, and most importantly, establish a clear and open channel of communication to report progress and receive feedback. Generally speaking, when a Pioneer Analyst is assigned to a Custom Consulting project, the Analyst is dedicated full-time for the duration of the project. This means that the Client has access at all times to the Analyst and the Analyst is not distracted from meeting the deadline.

Similarly, a Customer who purchases one of Pioneer's market research reports not only acquires the collective knowledge of Pioneer on that subject, but is also entitled to one day of consultancy free of charge to follow up on and clarify any queries the Customer may have regarding the study.



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