



# How The Business Model for Liberalised Femtocells Could Work

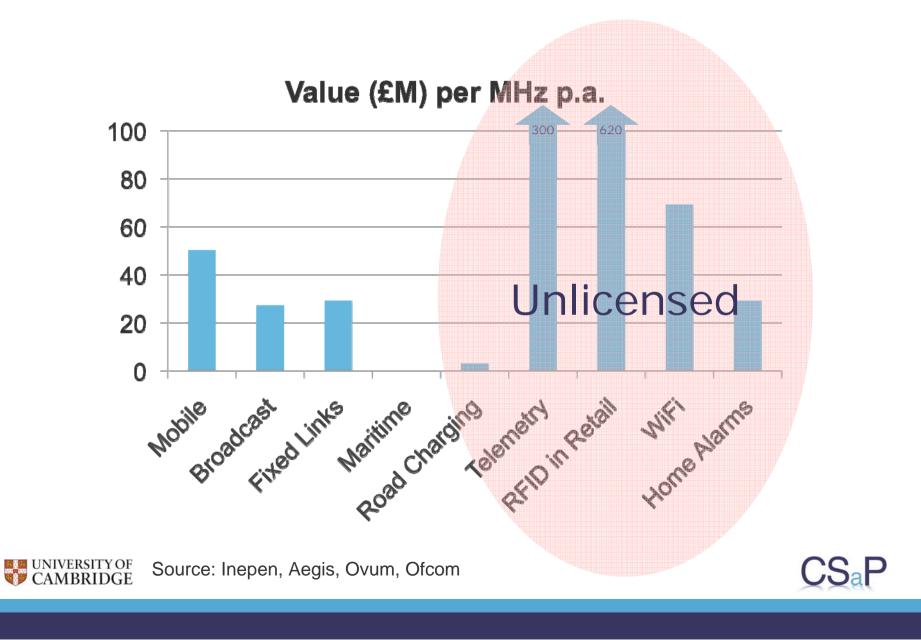
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**Chairman, Cambridge Wireless** 

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#### A conundrum ...



#### ... and a Practical Step

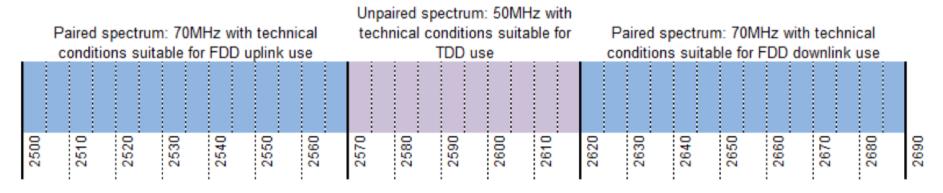






#### **190 MHz is Available**

#### Figure 4.3: 2.6 GHz band plan

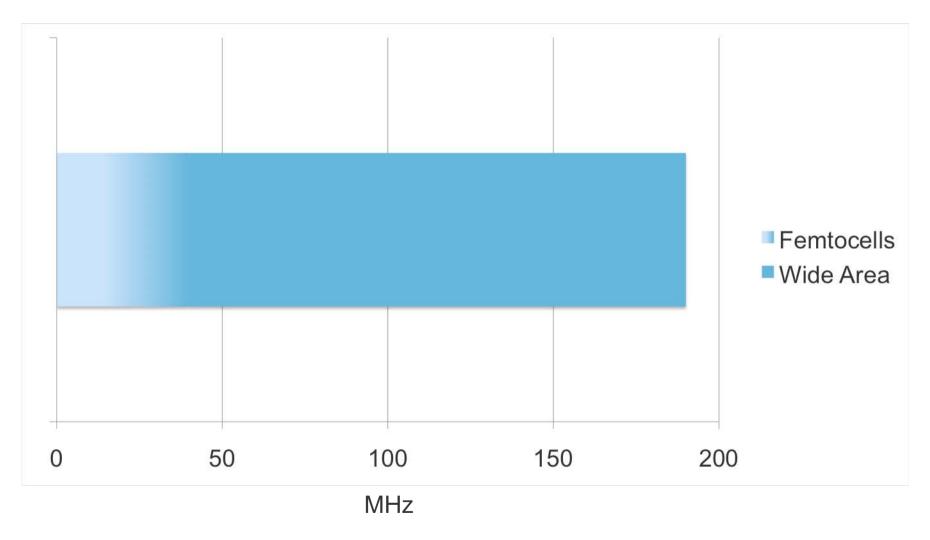


Source: Ofcom





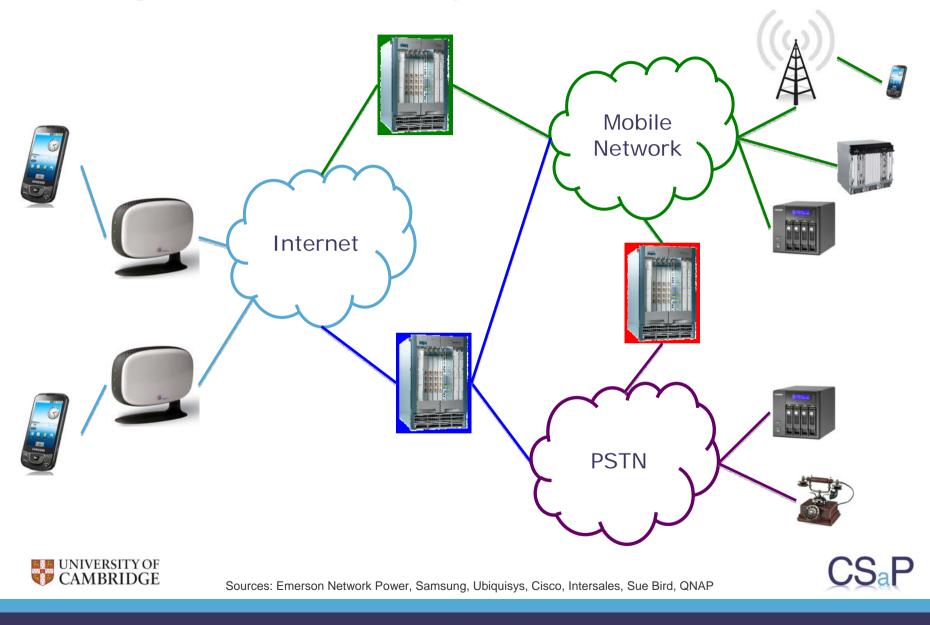
### How much spectrum do you need?



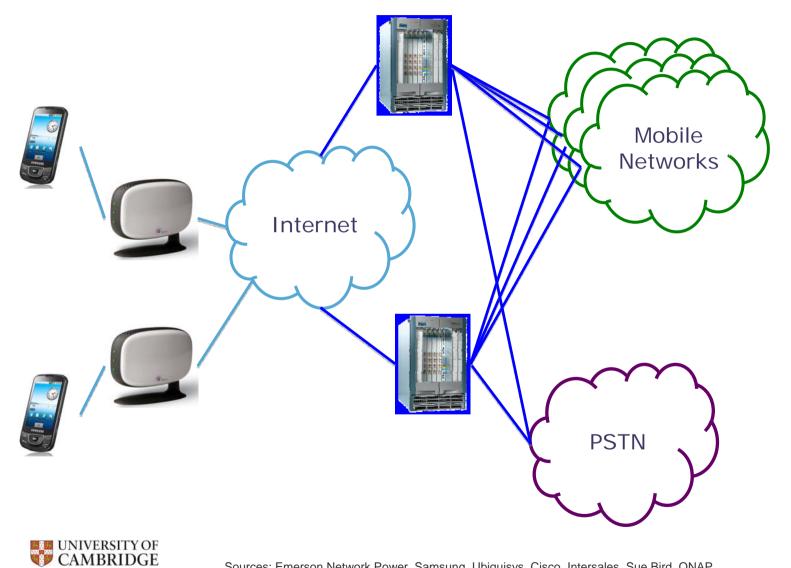




#### Adding a New Kind of Player



#### **Changing the Competitive Landscape**





Sources: Emerson Network Power, Samsung, Ubiquisys, Cisco, Intersales, Sue Bird, QNAP

#### Where's The Money?







### **Better to Spread the Bet**





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