FMC and Convergence Service Strategies:

The evolution of the value proposition

3rd Edition

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During his time as a research analyst, Paul has authored and co-authored several strategic reports on the subjects of telecommunications, the Internet, Metropolitan Area Networks, billing and CRM and has undertaken a range of consultancy projects including the evaluation of business strategies, market potential of new technologies and economic modelling. He has also presented findings to top-level executives at events throughout the world. Paul holds Bsc from Bristol University.

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