Expert INSIGHT

EXPERT INSIGHT FOR THE OPERATOR MARKET

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# Becoming a New Mobile Operator: Case Studies of a Greenfield Builder, DISH and Cable MVNOs

MOBILE EXPERTS



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June 2022

## Introduction

Background on competition in US mobile market

Background on Comcast and Charter motivations

Background on DISH motivations

## New U.S. Mobile Entrants – Four Years Later

The competitive landscape in USA for fixed and mobile broadband

Four years of progress:  major changes in the competitive picture

## Cable Operators' MVNO Journey

Broad history of cable companies moving into mobile

Comcast's steps to a mobile MVNO network

Comcast's steps to their own network

Comcast profitability in mobile so far

Charter's status in developing a wireless business

Charter's profitability in mobile so far

The combined growth of cable players in mobile

## DISH's Wireless Journey

DISH history of aggregating spectrum

Changes with the T-Mobile/Sprint merger

New deadlines for DISH and new restrictions

Ties to the cloud computing model

Problems with implementing Open Virtual RAN

Problems with DISH subscriber base (prepaid subs as a starting point)

DISH wireless profitability so far

## So, Which Path is Better?

Comparison of CAPEX and other initial costs

Comparison of future opportunities

## Wireless Future for DISH

The wild card:  DISH can offer enterprise edge computing

## Wireless Future for Cable Operators

Potential strategies for the cable players

Merger and acquisition possibilities as a long-term strategy

## Conclusions

The merits of Cable MVNO vs. Greenfield strategies

A comparison of financial return in each case

**ILLUSTRATIONS AND CHARTS:**


**Figure 1: U.S. fixed and mobile broadband connections share over the past four years**

**Figure 2:  Comcast's MVNO Wireless Business**

**Figure 3:  Charter's MVNO Wireless Business**

**Figure 4:  U.S. sub-6 GHz licensed spectrum holdings by the operator**

**Figure 5:  DISH's 5G Network Vision built on Cloud Infrastructure and Open RAN**

**Figure 6:  DISH's Wireless Business**