

DISH's wireless ambitions: report overview

This new 35 page report from Telecom, Media and Finance Associates (TMF Associates) provides a comprehensive review of the background to DISH's surprise bid for Sprint, discussing DISH's spectrum acquisitions, the demand/supply balance for spectrum in the US (including likely future auction prices), and DISH's vision for future wireless services. The report compares the bids from Sprint and SoftBank, and analyzes alternatives that DISH could pursue if its bid is unsuccessful, ranging from acquisition of alternative spectrum, through a sale of DISH's existing holdings, to a merger with DirecTV. Purchasers also receive a free hour long discussion with the author, and have the option to receive updates as events develop over the next three months.

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Price: Corporate license \$1295 (\$1995 with updates)

Topics covered

- Background to DISH's bid
- Spectrum demand and valuation
- DISH's proposed solution
- SoftBank vs DISH
- Alternative options for DISH
- Predicting the outcome

All of your key questions answered

- What spectrum does DISH own?
- What are DISH's buildout plans?
- What are DISH and SoftBank's visions?
- What other spectrum will be auctioned?
- Are spectrum values increasing?
- Will DISH buy LightSquared?

About the author

Tim Farrar has over 20 years consulting experience across the satellite and telecom sector, and over the last decade has worked with satellite and wireless operators, equipment manufacturers and service providers, developing business plans and assisting in market and technical due diligence. He is well known as the leading commentator on terrestrial use of satellite spectrum, producing the first published reports on this topic in 2006 and 2007 and providing expert testimony in the DBSD bankruptcy proceedings in 2009. He has an M.A. and a Ph.D. from the University of Cambridge, UK and runs his own consulting company, Telecom, Media and Finance Associates, Inc. (www.tmfassociates.com), based in Menlo Park, CA, which specializes in the technical and financial analysis of telecom ventures.



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DISH's Wireless Ambitions, May 2013



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