

TABLE 11

Leading Firms in EC Telecommunications Markets

	Major Classes of Equipment		
	Central Office	Customer Premises	Transmission
Ericsson	x	x	x
GTE	x	x	
Alcatel	x	x	x
Philips	x ^a	x	x
Siemens	x	x	x
Northern Telecom	x	x	
IBM		x	
Marconi			x
TIE		x	
Average number of leading suppliers per EC member country	2.4	4.7	3.4
Average number of other suppliers	-	3.3	1.5
Importance of economies of scale	Very important	Not very important	Moderately important

Source: INSEAD *The Benefits of Completing the Internal Market for Telecommunications Equipment in the Community*, April 1988, pp. 4-7.

^a With AT&T.