



## Applying Forecasts and Cost Studies in Times of Big Change Perspective of a Forecaster

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**TFI Communications Technology  
Asset Valuation Conference**

January 29-30, 2014  
Radisson Downtown  
Austin, Texas

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## The satisfaction of being right pales in comparison to the satisfaction of being successful

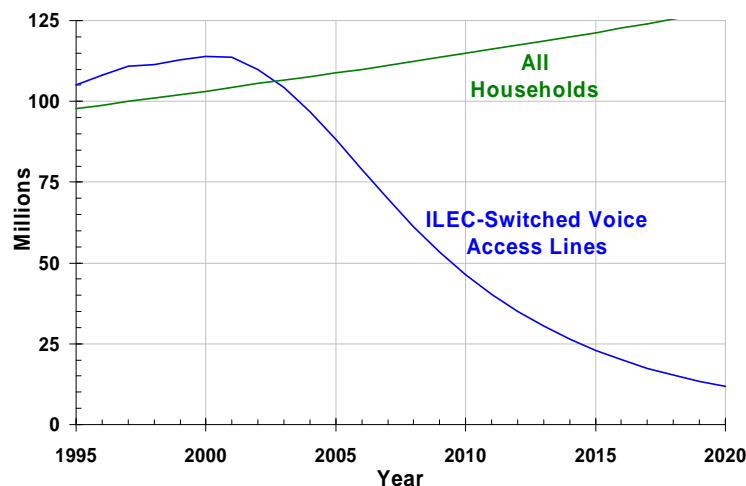
- Distill conclusions into an easily communicated message.
- Build an understanding of the realities of technology markets.
- It takes a long time to turn around big ships; start early.

From TFI's Technology Forecasting Seminar

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## ILEC-Switched Voice Access Lines 2000 TFI Forecast\*

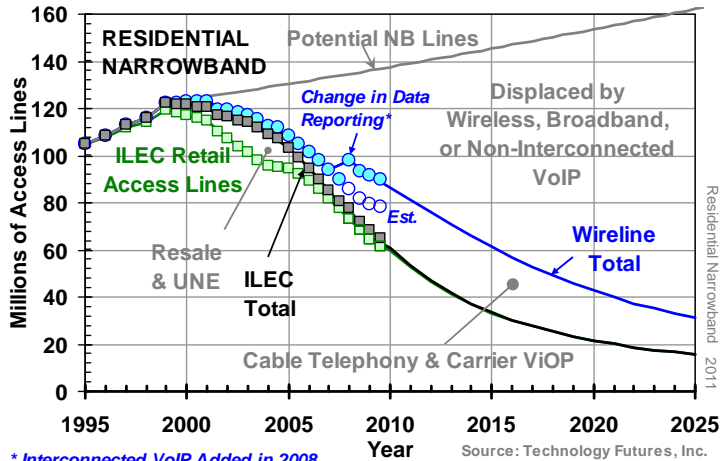


\*Lawrence K. Vanston, *The Impacts of Competition and Technology Change on Local Exchange Switching Assets*, Technology Futures, Inc. 2000

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## Narrowband Access Lines, 2011 View



\* Interconnected VoIP Added in 2008

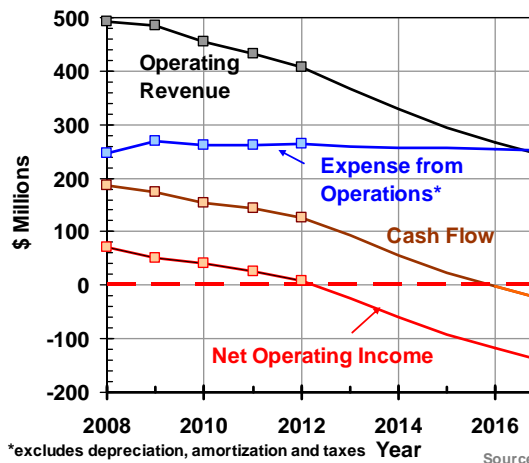
Source: Technology Futures, Inc.

Data Source: FCC

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## From a 2013 TFI Study for a Smaller ILEC



\*excludes depreciation, amortization and taxes

Source

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## Typical Progression

- Impossible > Speculative > Possible > Probable > Certain
- Far out > Long term > Medium term > Immediate > Too Late
- What, me worry? > Mild Concern > Deliberate Concern > Crisis
- Depreciation Life > Functional  
Obsolescence > Economic Obsolescence ?
- What can be done to make this easier?

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