

UMS IP
 IP 가 (1~3) +
 (1~3) + (4) + (4) }
 ,
 .
 . PSTN QoS
 가 가 가
 가 VoIP VPN
 ,
 ,
 .
 :

- [1] IT Forum KOREA 2001 (2001. 5. 10)
- [2] (2001. 4. 23)
- [3] ITU, 「Internet Report-IP Telephony」, ITU, 2001

SingTel C&W Optus

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1.

Singapore Telecom(SingTel) 2 C&W Optus
 SingTel Vodafone, Telecom New Zealand,
 NTT Docomo, 가 Hutchison
 .¹⁾ 2001 3 12 SingTel C&W Optus 4.6 , 175
 가 , C&W Optus , 가

1) C&W Optus “ , 「 C&W Optus 」, 『
 』, , 13 5 274 , 2001. 3. 16, pp.50 54”

가 78% . SingTel C&W Optus
 2001 3 26 76 US , M&A 가
 . C&W Optus가 Sing
 Tel , C&W Optus SingTel

2. C&W Optus

1997 . Ovum 15%, 가 150%,
 35 45% 가 , 25cents 22cents , 10
 15%, 15 20% ,
 IP 50 US 가 2)
 1986 . 1991
 Telstra Telstra C&W Optus 가
 , 1993 Vodafone GSM . 1998 PCS
 2000 Telstra, Optus, Vodafone AAPT, Hutchison, One.Tel
 .
 , 2001 3 22 3G 가 . Telstra, C&W Optus, Vodafone,
 Hutchison 7 가 . 2001 3
 15 22 , 2G Telstra, C&W
 Optus, Vodafone, Hutchison Qualcomm 3G Investment, CKW Wireless
 6 가 3)
 Telstra ,
 C&W Optus Vodafone . C&W Optus 2001
 4 3 6 가 4) , 가 33%
 (< 1>).

2) "Deregulation in Telecommunication Industry; The Australia's Experience", Ovum, 2000

3) 2002 10 .

4) 2,000 C&W Optus 20%

< 1 >

(가)

(: , %)

	1998	1999	2000. 9	2000. 12	2001. 4	
Telstra	57.3	52.3	47.6	46.1	4,900	45.1
C&W Optus	30.5	30.7	33.1	33.1	3,600	33.1
Vodafone	12.2	17.0	18.6	19.1	2,100	19.3
	One.Tel	-	0.3	1.0	100	1.6
	Hutchison	-	0.4	0.7	170	0.9
가	6,000	7,000	n.a.	9,000	10,870	100.0

: "Australia-Mobile Communications-Subscriber Statistics", Paul Budde, 2001., 2000 9
 Telstra, Communications Company Analysis, 2001. 3., 2000 12 Australia, Commu-
 nications Market Analysis, 2001. 3.

C&W Optus가

. 가 1998 140 1999 200 , 2000
 320 가 , 2006 6

가 .

ISP 1999 15 2000
 20 , 2002 가 40

. ISP 2000 800 가
 . Telstra Big Pond가 1 , OzMail

Optus

(< 2 >). , C&W Optus Cable modem 35% ,
 xDSL .5)

< 2 > ISP 가

(2000 7)(: , %)

	1998	1999	2000. 7	1999
Big Pond(Telstra)	300,000	500,000	600,000	66
OzMail/ UUNet	300,000	410,000	460,000	37
C&W Optus	40,000	120,000	170,000	200
Hotkey(Primus)	12,000	32,000	150,000	166

: "Australia-ISP Market-Statistical Overview", Paul Budde, 2001

5) xDSL .

3. Singapore Telecom(SingTel)

1992 가 / / , 가
 , 가
 가 78% .
 2000 27 2 (48 6 가) '97/'98 49 가
 2 .
 가, 10% ,
 IT 20% 가 . SingTel
 IT 가
 (< 3>).

< 3> SingTel

(: 가 , %)

	1998/1999		1999/2000		
	1,843.7	37.8	1,644.7	33.8	- 10.8
	880.0	18.0	851.3	17.5	- 3.3
	620.6	12.7	763.0	15.7	22.9
	546.6	11.2	572.7	11.8	4.8
	307.9	6.3	322.6	6.6	4.8
IT	262.3	5.4	316.8	6.5	20.8
	216.8	4.4	215.0	4.4	- 0.8
	125.8	2.6	97.1	2.0	- 22.8
	79.8	1.6	82.6	1.7	3.5
	4,883.5	100.0	4,865.8	100.0	- 0.4

: SingTel, Annual Report 2000

2 EBITDA 가 .
 SingTel
 가 가 (depreciation and amortization) 가
 (< 4>).

< 4> SingTel 5

(: 가)

	1995/ 1996	1996/ 1997	1997/ 1998	1998/ 1999	1999/ 2000
	3,999.0	4,420.9	4,942.2	4,883.5	4,865.8
	1,969.4	2,083.0	2,204.1	1,973.1	1,852.7
EBITDA	2,248.4	2,594.1	2,686.1	2,786.5	3,003.0

: SingTel, Annual Report 2000

SingTel 53 . .
 , 가 .
 가 . 2000 8 가 ISP Infoserve Technology
 Corp(ITC) 35% , IDC , IDC
 가 가 .

4. SingTel-Optus⁶⁾

SingTel .
 C&W Optus . .
 C&W Optus . SingTel .

< 5> SingTel-Optus

	가 *	* *	가 *	가 **	*** 2000. 3	EBITDA *** 2000. 3
SingTel	1,935.9	1,500.0	26.0	1.4	2,718.0	1,032.0
Optus	539.0	300.0	33.0	3.4	2,060.0	573.0
	2,474.9	1,800.0	59.0	4.8	4,778.0	1,605.0

* , ** , *** US

: "SingTel/Optus Deal: Regional Strategy Emerges", Gartner, 2001. 3. 27.

6) C&W Optus . , C&W가 SingTel
 SingTel-Optus 가 .

1999 SingTel AAPT 90% 3
가 . AAPT가

C&W Optus .
Gartner SingTel C&W Optus , 가
, 가 , . IMT-2000
가 가 가 SingTel
. < 5> SingTel
C&W Optus .

2000 4 Telstra PCCW , , IDC 3 joint-
venture .⁷⁾ Telstra PCCW(Pacific Cen-
tury CyberWorks) 가
. SingTel C&W Optus PCCW .
Telstra 가 .

SingTel Optus . ,
가 , C&W SingTel
가 . C&W Optus SingTel .
, 3, 4 .
.

:

- [1] , 「 C&W Optus 」, 『 』, ,
13 5 274 , 2001. 3. 16., pp.50 54.
- [2] Mantik Kusjanto, "Optus effects may dilute reaction to SingTel increased profits",
Total Telecom, 2001. 5. 8.(<http://www.totaltele.com/vprint.asp?txtID=39728>)
- [3] SingTel/Optus Deal: Regional Strategy Emerges, Gartner, 2001. 3. 27.
- [4] Australia, Communications Market Analysis, 2001. 3.
- [5] Telstra, Communications Company Analysis, 2001. 3.
- [6] Singapore Telecom, Communications Companies Analysis, 2001. 3.

7) Telstra, Communications Companies Analysis, 2001. 3.

[7] Deregulation in Telecommunication Industry; The Australia's Experience, Ovum, 2000.

[8] Australia-Mobile Communications-Subscriber Statistics, Paul Budde, 2001.

[9] Australia-Internet Market-Statistical Overview, Paul Budde, 2001.

[10] Australia-ISP Market-Statistical Overview, Paul Budde, 2001.

[11] Singapore Telecom(SingTel), Paul Budde, 2001.

[12] SingTel, Annual Report 2000.

[13] _____, ARCchart Telstra, Communications Companies Analysis, 2001. 3.

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1.

Oftel (1 50) 400 , (51 200) 300 700 (SMEs) 2 , ISP, DSL , 가 . Oftel .

2

가. 2001 2 60%가 2000 11