

A Wholesale Market

The Benefits of Using Layers

UIH

Thayawat Unnanond

Deputy MD – International Biz

UIH

เบญจจินดา
Benchachinda Group



UIH

Network **Service Provider**



bee
BROADBAND
net
INTERNET

Internet **Service Provider**



tb
connect

IIG & IPLC **Provider**



BB
tec

Outside Plant & Field **Services**



UD

Wholesale & Online Payment **Services**

References





Nationwide Network

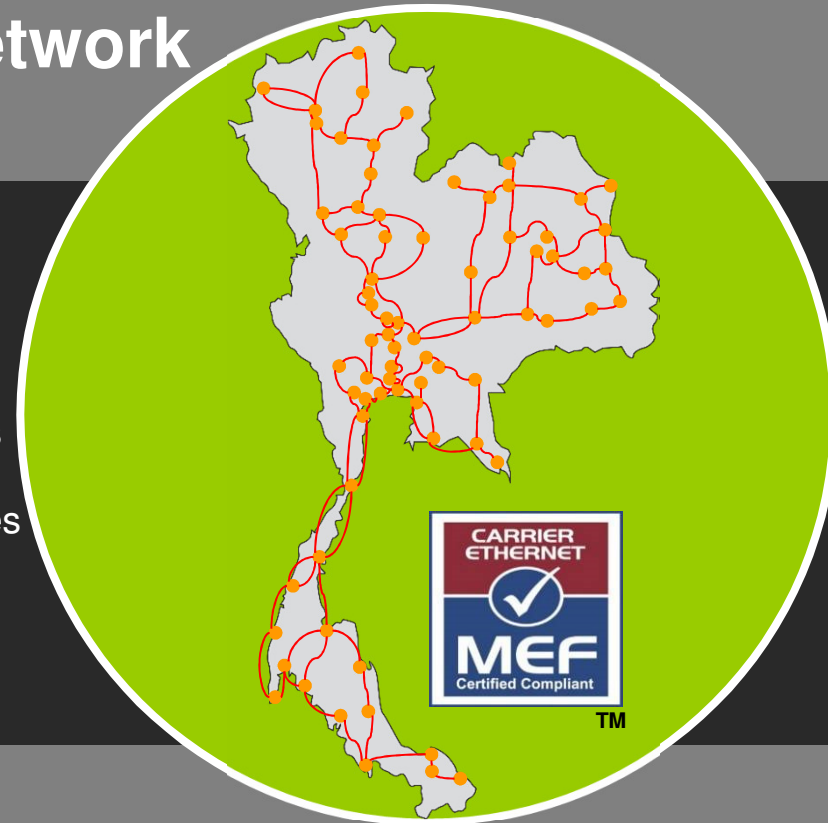
1,200+ Customers

30,000+ Connections

1,400+ TDM & MPLS Nodes

30,000 km Fiber Optic Cables

80% Coverage of Thailand





Current Change

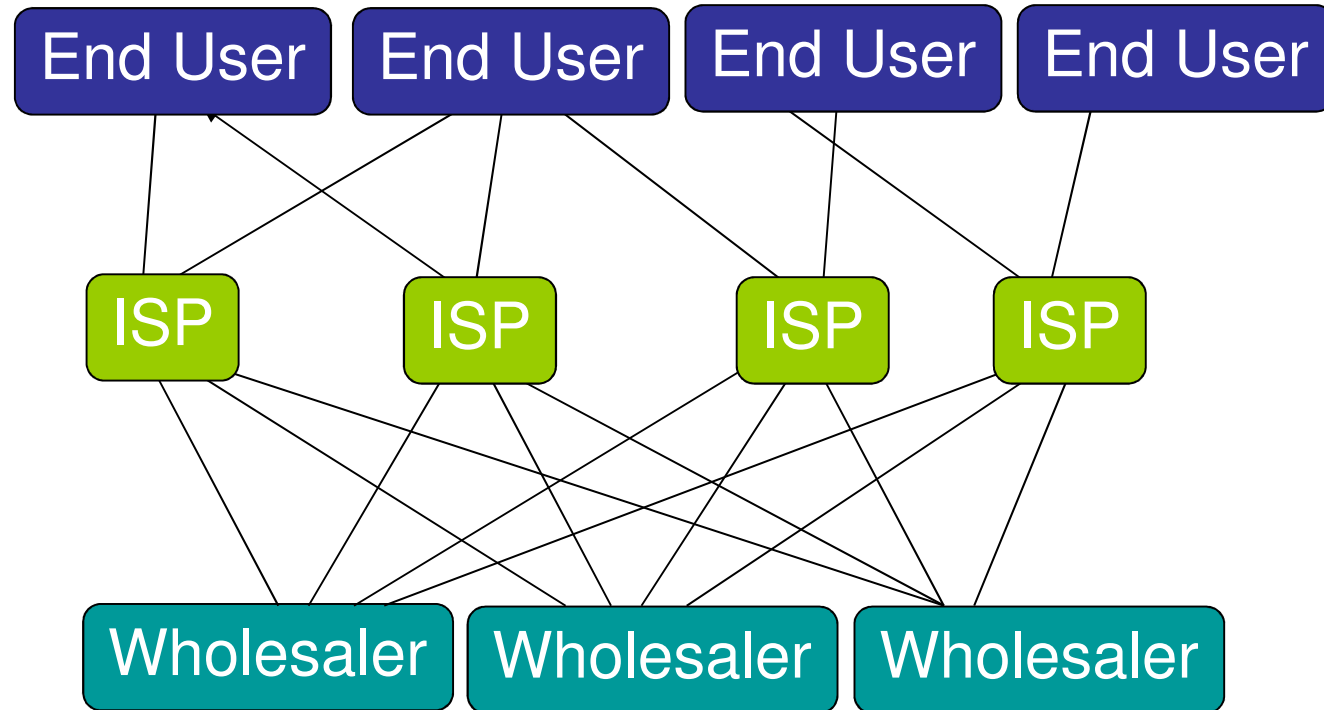
1. Domestic Market (Thailand)
2. International Market



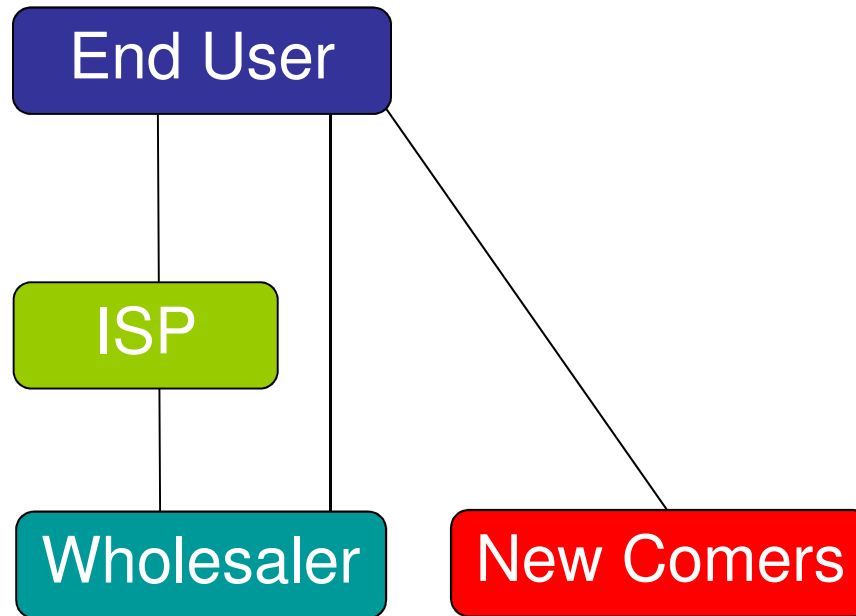
Domestic Market (Thailand)

- Incumbent Operators going Direct (TRUE, CAT)
- New Comers into the Market (CTH in 2014)
- Regional ISP/Resellers -> SI
- Pure ISP -> Data Centers / Co-location / DR / Cloud
- Wireless as an Option ?

Wholesalers Model



Domestic Market (Thailand)





International Market

Thailand has become a wholesaler.

- AEC in 2015
- Thailand Becoming More A-end's
 - China, Lao, Cambodia, Hong Kong, etc.
- More Transit Traffic through Thailand
 - Myanmar – **Thailand** – Malaysia – Singapore
 - Lao – **Thailand** – Malaysia – Singapore
- New Route - From Thailand – Malaysia – Singapore
 - Thailand- Cambodia-Vietnam – Hong Kong
 - Thailand – Lao - Hong Kong

International Market



Traditional Route

New Routes

Credit: Map from http://www.togethertour.com/userfiles/image/444Thailand_map_v2.gif