



# Press Release

## EJL Wireless Research Reveals Chinese Wireless OEMs Captured 49% of China Telecom CDMA Tender

### Huawei Technologies Overall Winner

Redwood City, CA, December 19, 2008: Chinese wireless equipment vendors Huawei Technologies and ZTE were the two largest winners for the China Telecom CDMA network tender, according to the latest report from EJL Wireless Research titled “*China Telecom CDMA Network Tender Analysis*.”

“This tender marks a complete change in the industry dynamics within the domestic wireless market for China in that the local Chinese equipment vendors are now winning the majority of the available contracts for next generation 3G technologies including both CDMA2000 and TD-SCDMA,” says founder and President, Earl Lum.

“The aggressive pricing strategy by Huawei Technologies may serve as a warning to the rest of the wireless industry as to how future tenders in China for 3G technologies may evolve, especially the upcoming W-CDMA tender for China Unicom” says Lum.

The report includes detailed analysis for both CDMA2000 1xRTT and CDMA2000 EVDO Rev. A technologies and analysis of the six wireless equipment vendor winners: Alcatel-Lucent, Huawei Technologies, Motorola, Nortel Networks, Samsung Electronics, and ZTE. The report is currently available for purchase and information can be downloaded at [www.ejlwireless.com](http://www.ejlwireless.com).

#### **About EJL Wireless Research**

EJL Wireless Research provides proprietary, accurate and cutting-edge market analysis and consulting services on the wireless technology ecosystem. The firm focuses its research on all vertical

elements of the wireless ecosystem including mobile subscribers, mobile operators, mobile handsets, mobile infrastructure and mobile content. In addition, the firm provides analysis across horizontal technology suppliers including RF semiconductor materials, RF semiconductor/components, subsystems and OEMs. Our goal is to provide our clients with mission critical market analysis and information.

EJL Wireless Research is managed by Earl Lum. Mr. Lum has 15 years of experience within the wireless industry including 8 years as an Equity Research Analyst on Wall Street covering the global wireless industry. The company is headquartered in Redwood City, CA USA. For more information about EJL Wireless Research, please visit the company's website at [www.ejlwireless.com](http://www.ejlwireless.com).

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