





## U.S. Outdoor Small Cells, 2022 – 2027: When will 5G densification start?

## A Market Study

Published First Quarter, 2023 Version 1.0

Report Number: 01Q2023-05

iGR 12400 W. Hwy 71 Suite 350 PMB 341 Austin TX 78738

## **Table of Contents**

Abstract	1
Executive Summary	3
Figure A: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave), 2022-2027	4
Figure B: Total spending, actual outdoor small cells (4G and 5G), 2022-2027  What This Means	5
Forecast Methodology and Assumptions  Definition of Outdoor Small Cells	7 7
Drivers and Inhibitors of Outdoor Small Cells	9
Overview of Small Cell-related Regulations and Legislation  Outdoor Small Cell Deployment Requirements and Issues  Small Cell Deployment Requirements	11
The Many Considerations of Deployment	
Key market trends Economic	
Semiconductor supply chain Permitting time	14
Bandwidth demand changes  C-Band and 3.45 GHz Deployment Progress  Verizon	15
AT&T T-Mobile	15
Methodology for Outdoor Small Cell Spending Forecasts	
Spending TAM for Outdoor Small Cells	
Spending for Outdoor Small Cells	
Network Build Spending	20
Operational Spending	
Outdoor Small Cells – Build & Operate Opportunity (TAM)	22
Sub 6 GHz (including CBRS)  Table 1: TAM Sub 6 GHz Outdoor Small Cells - Network Build & Operate Opportunity (\$ millions), 2022-2027	
Figure 1: TAM Sub 6 GHz and CBRS Outdoor Small Cells - Network Build & Operate Opportunity (\$ millions), 2022-2027	
mmWave	23
(\$ millions), 2022-2027	
Outdoor Small Cells - Actuals Spending by Spectrum Band	25
Sub 6 GHz (excluding CBRS)	25

Quoting information from an *iG*illottResearch publication: external — any *iG*illottResearch information that is to be used in press releases, sales presentations, marketing materials, advertising, or promotional materials requires prior written approval from *iG*illottResearch. *iG*illottResearch reserves the right to deny approval of external usage for any reason. Internal-quoting individual sentences and paragraphs for use in your company's internal communications activities does not require permission from *iG*illottResearch. The use of large portions or the reproduction of any *iG*illottResearch document in its entirety does require prior written approval and may have some financial implications.

Table 3: Sub 6 GHz Outdoor Small Cells Actuals (excluding CBRS) - Network Build & Operate Spending (\$ millions), 2022-2027	
Figure 3: Sub 6 GHz Outdoor Small Cells Actuals (excluding CBRS) - Network Build	
Spending (\$ millions), 2022-2027	
Table 4: CBRS Outdoor Small Cells Actuals - Network Build & Operate Spending	
(\$ millions), 2022-2027	.022-
mmWave	
Table 5: mmWave Outdoor Small Cells Actuals - Network Build & Operate Spending	21
(\$ millions), 2022-2027	27
Figure 5: mmWave Outdoor Small Cells Actuals - Network Build & Operate Spending	
(\$ millions), 2022-2027	
Network build by spectrum band	
Table 6: Total Network Build spending, actual outdoor small cells (Sub 6 GHz, CBRS	
mmWave), 2022-2027	
Figure 6: Total Network Build spending, actual outdoor small cells (Sub 6 GHz, CBR)	20 Sand
mmWave), 2022-2027	
Operational expenses by spectrum band	
Table 7: Total Operational spending, actual outdoor small cells (Sub 6 GHz, CBRS a	
mmWave), 2022-2027	
Figure 7: Total Operational spending, actual outdoor small cells (Sub 6 GHz, CBRS a	
mmWave), 2022-2027	
Total spending by spectrum band	<b>30</b>
Table 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave	
2027	
2027Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027	e),
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027	e), 30
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation	e), 30 <b>31</b>
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation	e), 30 31
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation	e), 30 31 31 tion,
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation  Build  Table 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by General 2022-2027	e), 30 31 31 tion, 31
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation  Build  Table 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Figure 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera	e), 30 31 tion, 31
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation  Build  Table 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Figure 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027	e), 30 31 tion, 31 ation, 31
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation	e), 30 31 tion, 31 ation, 31
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation	e), 30 31 tion, 31 ation, 31 32 on,
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation	e),3031 tion,31 ation,31 on,32
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation	e),3031 tion,31 ation,31 on,32 on,32
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation  Build  Table 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Figure 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Operate  Table 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generati 2022-2027  Figure 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generati 2022-2027	e),3031 tion,31 ation,32 on,32 tion,32
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation  Build  Table 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Figure 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Operate  Table 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generati 2022-2027  Figure 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generati 2022-2027  Figure 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generati 2022-2027	e),3031 tion,31 ation,32 on,32 tion,32
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation  Build  Table 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Figure 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Operate  Table 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generati 2022-2027  Figure 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generati 2022-2027  Figure 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generati 2022-2027  4G  Table 11: 4G Outdoor Small Cells Actuals - Network Build & Operate Spending (\$ millions)	e),3031 tion,31 ation,32 on,32 tion,32 liions),
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation  Build  Table 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Figure 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Operate  Table 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generati 2022-2027  Figure 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generati 2022-2027  Figure 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generati 2022-2027  4G  Table 11: 4G Outdoor Small Cells Actuals - Network Build & Operate Spending (\$ millions) 2022-2027	e),3031 tion,31 ation,32 on,32 tion,32 liions),33
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation	e),3031 tion,31 ation,32 on,32 illions),33
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation  Build  Table 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Figure 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Operate  Table 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generat 2022-2027  Figure 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generat 2022-2027  4G  Table 11: 4G Outdoor Small Cells Actuals - Network Build & Operate Spending (\$ millions) control of the process of th	e),3031 tion,31 ation,32 on,32 illions),33
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation	e),3031 tion,31 ation,32 on,32 illions),33 illions),33
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation	e),3031 tion,31 ation,32 on,32 tion,32 llions),33 illions),33
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation  Build  Table 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Figure 9: Outdoor Small Cells Actuals Network Build Spending (\$ millions) by Genera 2022-2027  Operate  Table 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generat 2022-2027  Figure 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generat 2022-2027  Figure 10: Outdoor Small Cells Actuals Operational Spending (\$ millions) by Generat 2022-2027  4G  Table 11: 4G Outdoor Small Cells Actuals - Network Build & Operate Spending (\$ mi 2022-2027  Figure 11: 4G Outdoor Small Cells Actuals - Network Build & Operate Spending (\$ m 2022-2027  5G  Table 12: 5G Outdoor Small Cells Actuals - Network Build & Operate Spending (\$ mi 2022-2027	e),3031 tion,31 ation,32 on,32 tion,33 illions),3333
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation	e),3031 tion,31 ation,32 on,32 tion,32 llions),33 illions),33
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation  Build	e),3031 tion,31 ation,32 on,32 tion,32 llions),33 illions),33 illions),34
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation	e),3031 tion,31 ation,32 on,32 llions),33 illions),333434
Figure 8: Total spending, actual outdoor small cells (Sub 6 GHz, CBRS and mmWave 2022-2027  Outdoor Small Cells - Actuals Spending by Generation  Build	e),3031 tion,31 ation,32 on,32 illions),33 illions),34 illions),3434

Quoting information from an *iG*illottResearch publication: external — any *iG*illottResearch information that is to be used in press releases, sales presentations, marketing materials, advertising, or promotional materials requires prior written approval from *iG*illottResearch. *iG*illottResearch reserves the right to deny approval of external usage for any reason. Internal-quoting individual sentences and paragraphs for use in your company's internal communications activities does not require permission from *iG*illottResearch. The use of large portions or the reproduction of any *iG*illottResearch document in its entirety does require prior

Definitions	36
Definitions Table	
About iGR	60
Disclaimer	

## **Abstract**

New outdoor small cells will absolutely be deployed. While COVID played havoc on the outdoor small cell deployments in 2020 and 2021, 2022 saw a slight recovery. Looking forward, the question now is when 5G densification will start? After all, once the bulk of the macrocell 5G network has been built, attention will guickly turn to 5G small cells. The question is when.

5G will follow the same path as 4G LTE – build coverage on the macrocells, add capacity where needed and then start densification with small cells to fill in coverage and capacity holes. The difference with 5G is that the 4G LTE small cells will eventually be upgraded, as well as adding new 5G small cell sites, but when 4G LTE small cells were deployed, very few 3G small cells were in the networks.

In this market study, iGR presents a total addressable market forecast split by spectrum band (Sub 6 GHz and mmWave), as well as an "actuals" forecast for U.S. outdoor small cell nodes installed. The actuals forecast is presented by spectrum band (Sub 6 GHz, CBRS and mmWave), as well as generation (4G and 5G).

This forecast only includes outdoor small cells used for mobile voice/data by the public networks; it excludes any deployments of fixed wireless access (FWA).

Key questions addressed:

- Why do the mobile networks need outdoor small cells to meet bandwidth demand?
- How do outdoor small cells fit into operators' evolving networks?
- What are the issues with deploying outdoor small cells in the U.S.? How do these issues impact the number of small cells in the market?
- When will 5G networks need densification and hence, outdoor small cells?
- What is the regulatory environment for deploying small cells?
- Where are outdoor small cells most likely to be located? What's their role?
- How important is location to the effectiveness of an outdoor small cell? How does spectrum band relate to location?
- What is the total addressable market in the U.S. for outdoor small cells?
- What are the market forecasts for installed sub-6 GHz, CBRS and mmWave small cells?

Who should read this report:

- Mobile operators
- Device OEMs
- Mobile infrastructure and equipment OEMs
- Content providers and distributors
- Financial analysts and investors.