

# The Evolution of Tech Support: Trends and Outlook (Second Edition)

By Patrice Samuels, Research Analyst

4Q 2014

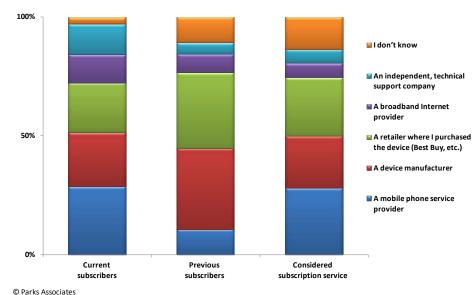
### **Synopsis**

The Evolution of Tech Support: Trends and Outlook examines changes in the digital landscape of broadband households and the impact of those changes on the technical support needs of consumers. The report analyzes market and business model trends as well as emerging business strategies among providers. It also assesses the market size and forecasts the revenue opportunity of premium technical support services.

## **Subscription Service Providers**

## "Who provides your subscription technical support service?"

(Tech Support Subscription Segments in U.S. Broadband Households)



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"Innovation among technology brands competing in the connected home has resulted in new challenges and new technical support needs among consumers," said Patrice Samuels, Research Analyst, Parks Associates. "New support business models emerge as support providers increasingly rely on technical support to extend consumer relationships and leverage new technology to accommodate changing support needs."

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Consumer Electronics Ownership (2009 – 2014)

Computing Device - Penetration and Problems

Home Entertainment Product Adoption (2009 - 2014)

Entertainment devices - Penetration and Connection Rates

Number of Technical Problems by Device (Q3/14)

Ownership of Any Smart Home Device (2014)

Smart Home Devices: Technical Problems Experienced (Q3/14)

Diagram tracking problem resolution among broadband households

Problem Resolution for Smart Home Devices (2014)

Familiarity with Self-Help Tools by Type of Provider (Q3/14)

Helpfulness of Self-Help Tools (Q3/14)

Helpfulness of Self-Help Tools, cont. (Q3/14)

Interest in Premium Support Services

Service Offerings by Consumer Technology Brands

Type of Company Providing Subscription Technical Support Plan by Device (Q3/14)

Use of Extended Warranty/Support Plans for Devices (Q3/14)

Comprehensive Support and Warranty Bundles

Length of Time Subscribing to Technical Support Plan (Q3/14)

Number of Times Using Subscription Technical Support Plan in Past 12 Months (Q3/14)

Video Chat Solution Vendors

Forecast Methodology Set-up/ Installation Services Total Revenue: Set-up and Installation Services Forecast Methodology One-time Support Services

Total Revenue: One-time Support

Forecast Methodology Subscription Support Services Total Revenue: Subscriptions Support Services



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Total Revenue - Consumer Technical Support Services

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118	t ot	Com	panies

Affinegy iYogi
Amazon Lenovo
Apple LogicNets
Assurant McAfee
Asurion Microsoft
AT&T NanoHeal
AVG Norton/Symantec

Best Buy Office Depot
CafeX Communications Pie Digital

Canon Pie Digital

Canon Quatrro Global Services

Cox Communications Radialpoint
CSS Corp Salesforce.com
Dell Samsung

Dropbox Staples
eGain Sutherland Global Services

Facebook Vee24 Google Verizon

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