

# Wholesaling isn't a dirty word

By James Ratzert | June 1, 2019

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Not many topics stir more fundamental debate within the sector than whether operators should voluntarily open up their networks to wholesale business or not. At New Street, we have ongoing debates between us in the office about whether operators really are better off doing it or not. There are so many variables at play: the opportunity of new high margin revenue streams - but what about the threat of losing retail customers, or causing damage to overall market pricing structure. Which one is bigger?

(more...)

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Full 12-month historical recommendation changes are available on request

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