

Centralized Procurement of Fiber Optic Cables



Overview

China Telecom Launches Centralized Procurement for Trunk Fiber The announcement indicates that the project involves the procurement of optical cables, fiber.

Key Takeaways

Centralized procurement in the fiber optic cable industry consolidates large-scale purchases by telecom operators to optimize costs, standardize quality, and manage supplier competition.

Overview of Centralized Procurement

Centralized procurement involves a single organization or consortium managing the acquisition of fiber optic cables and related equipment for multiple projects or regions. This approach allows telecom operators to leverage economies of scale, negotiate better pricing, and ensure consistent technical standards across their networks. Key products typically procured include optical cables, fiber optic splice closures, silicon core pipes, and G.654E optical fibers for backbone and access networks .

Examples from China

- China Telecom (2024-2025): Launched centralized procurement for trunk fiber optic cables and supporting equipment, coinciding with the commercial deployment of 400G backbone networks. The procurement includes optical cables and related infrastructure to support scalable 400G/800G multi-rate hybrid transmission, enabling flexible network upgrades .

- China Mobile (2021-2022): Conducted centralized procurement of ordinary optical cables totaling 143.2 million core kilometers, a 36% increase from 2019. The maximum bid was 9.86 billion yuan, with winning suppliers including YOFC, Fortis, Hengtong, and Fiberhome. The average transaction price rose over 50% compared to the previous year, reflecting both increased demand and market price adjustments .
 - China Mobile (2025-2027): Initiated a centralized procurement project for G.654E optical fiber and cable products, with an estimated scale of 3.1386 million core kilometers. The project uses share bidding, allocating 50%-70% of the procurement volume to the top bidders, and sets a maximum bid price limit to control costs .
- Market Implications

Centralized procurement affects the fiber optic cable market in several ways:

- Volume and Price Trends: Large-scale procurement often drives both higher volumes and price adjustments, as seen in China Mobile's recent bids where prices increased significantly due to rising demand .
- Supplier Competition: Centralized tenders encourage competition among major manufacturers, including YOFC, Hengtong, Fiberhome, and others, often resulting in multi-supplier contracts to mitigate supply risks .
- Technological Alignment: Procurement strategies are increasingly aligned with network upgrades, such as 400G/800G backbone networks, ensuring that purchased cables meet future bandwidth and modulation requirements .

Global Perspective

Outside China, centralized procurement is also common in Europe, where tenders for optical fiber cables are regularly issued by public authorities and large telecom operators. Platforms like GlobalTenders provide access to these opportunities, covering supply, maintenance, and infrastructure projects across multiple countries .

Conclusion

Centralized procurement in the fiber optic cable industry is a strategic approach that optimizes costs, ensures quality, and supports large-scale network expansion. By consolidating purchases, telecom operators can manage supplier relationships effectively, respond to technological advancements, and stabilize market pricing, while suppliers benefit from predictable demand and structured bidding processes .

Article Content

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The announcement indicates that the project involves the procurement of optical cables, fiber optic splice closures, and silicon core

China Mobile Kicks Off 2025-2027 G.654E Optical Fiber and Cable ...

On June 24, 2025, China Mobile released a centralized procurement announcement on its official website, stating that the funds for

China Mobile Kicks Off 2025-2027 G.654E Optical Fiber and Cable ...

It is understood that the centralized procurement products in this period are G.654E optical fiber and cable products,

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Centralized procurement of fiber optic cables streamlines large-scale purchasing, ensures compliance with technical standards, and

China Telecom's New Centralized Procurement Of Optical Cable

6/21/2021 China Telecom released the 2021 pre-qualification announcement of the goods bidding for the centralized procurement of

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As fiber becomes more popular for horizontal cabling, cabling installers and cable-plant managers are centralizing the

Fiber Optic Cable Tenders And GPN Opportunities 2026

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Fibre Optic Procurement | Technical Requirements for Public Contracts

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Insights and Strategies for 2025 and Beyond

Broadband Deployment & Supply Chain Terms Fiber to the Home (FTTH) - The deployment of fiber-optic cables directly to

China Mobile starts centralized procurement of ordinary optical cables ...

Financial Associated Press, September 8 (Reuters) - today, China Mobile's centralized procurement project of ordinary

Observe the centralized procurement of optical fiber and cable by the ...

In March 2017, China Unicom launched centralized procurement of optical cables, which further stimulated the market demand for

ZTT Secures Top Position in China Mobile's 2025-2026 Optical Cable ...

On June 7, China Mobile, China's largest telecom operator and the world's biggest purchaser of optical fiber, officially announced the

It Is Said, Optical Fiber, The global Supply and Demand Gap will

China Galaxy's analysis shows that the results of this centralized procurement once again confirm the significant

Optical fiber and cable market: This year is a "big year"

In 2025, with the arrival of large-scale centralized procurement, the domestic optical fiber and cable market will rise strongly, driving

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