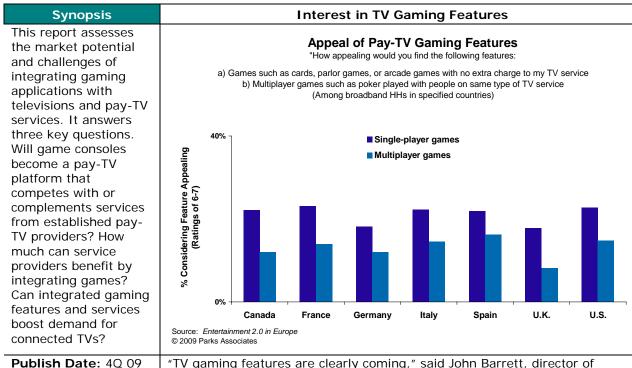


Gaming ARPU: Games & the Service Provider

By John Barrett, Director of Research

4Q 2009



"TV gaming features are clearly coming," said John Barrett, director of research, Parks Associates. "The question is whether they will be an ARPU driver like premium channels, an expected freebie like music channels, or an industry-altering path for console makers to challenge pay-TV providers."

The Bottom Line
 1.0 Report Summary 1.1 Purpose and Scope of Report 1.2 Data Sources
 2.0 Market Examination 2.1 Industry Value Chain Overview 2.2 Market Context 2.2.1 Game Consoles 2.2.2 Pay-TV Services 2.3 Connected TVs 2.3 Key Players 2.3.1 Technology Providers/Game Aggregators 2.3.2 Connected TV Manufacturers 2.4 TV-Gaming Business Models 2.5 Important Products & Services 2.5.1 Pay-TV-Gaming Services/Solutions 2.5.2 Connected TVs & Services 2.6 Key Announcements & Implications 2.6.1 OnLive 2.6.2 Playcast/HOT TV Gaming Deployment 2.6.3 Microsoft Partnership with BSkyB 2.7 Market Trends & Consumer Interest in Gaming Services

© 2009 Parks Associates. All rights reserved.



Gaming ARPU: Games & the Service Provider

By John Barrett, Director of Research

4Q 2009

2.7.1	1 Consumer Research
2.7.2	2 Real-World Deployments
3.0 Te	chnology
3.1 Str	reaming vs. Downloading
3.1.1	1 Download Approach
3.1.2	2 Streaming Approach
	3 Streaming Console-quality Games
4.0 Fo	recasts
5.0 St	rategic Implications, Conclusions & Recommendations
5.1 Co	nclusions
5.2 Re	commendations

Figures	
	TV Gaming Value Chain
	Revenue Relationships
	Game Console Adoption
	Digital Media Adapter Unit Sales
	Technology Providers/Game Aggregators
	OnLive's Hardware Device
	Connected TV Manufacturers
	VIZIO's Connected TV Remote Control
	TV Gaming Revenue Models
	Examples of TV-Game Advertisements
	Examples of TV Overlay Games
	Pay-TV Gaming Services/Solutions
	Connected TVs & Services
	XBox 360/Sky Player Avatar Viewing Feature
	Most Desired Pay-TV Enhancements
	Appeal of Pay-TV Gaming Features
	HHs Interested in Pay-TV Gaming Features
	Willingness to Pay for Single Player, Gaming Feature
	Willingness to Pay for Multi-Player, TV Gaming Feature
	Pay-TV Enhancements Most Likely to Lure Subscribers
	Willingness to Switch to Obtain Feature
	Households Using Pay-TV Gaming Services
	Households Using Connected-TV Gaming Services



Gaming ARPU: Games & the Service Provider

By John Barrett, Director of Research

4Q 2009

Attributes	
Parks Associates	Authored by John Barrett
5310 Harvest Hill Road	Executive Editor: Tricia Parks
Suite 235	Published by Parks Associates
Lock Box 162	
Dallas TX 75230-5805	© December 2009 Parks Associates
	Dallas, Texas 75230
800.727.5711 toll free	
972.490.1113 phone 972.490.1133 fax	All rights reserved. No part of this book may be reproduced, in any form or by any means, without permission in writing from the publisher.
parksassociates.com sales@	Printed in the United States of America.
parksassociates.com	Disclaimer
	Parks Associates has made every reasonable effort to ensure that all information in this report is correct. We assume no responsibility for any inadvertent errors.