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Fiber Optic Cable Centralized Procurement Details



Overview

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

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 .

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• 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 .

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The fiber optic cable market was estimated at USD 14.6 billion in 2025 and is expected to grow at a CAGR of 9.5% between 2026

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

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PROCUREMENT OF FIBER OPTIC CABLE AND OTHERS

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PROCUREMENT OF FIBER OPTIC CABLE AND OTHERS with identification number ITDD-24-ITPAP-0471. [Note: The Project

Fiber optic cable Market Size, Share & Trends, 2034

The global fiber optic cable market size was valued at USD 13.84 billion in 2025 and is anticipated to reach USD 33.29 billion by 2034

6015

PSC Category 6015 encompasses fiber optic cables and related networking components used across various federal government

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2026 Centralized Tender Project Tender, ID 138347739

The China Telecom Group Corporation Shandong Branch has issued a Tender notice for the procurement of a 2026

China Mobile Launches Its Largest Optical Cable Procurement of the

China Mobile has issued a tender announcement for the centralized procurement of standard optical cable products for

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

Fiber Optic Cable & Wire.. Tender in USA, ID 14315578 | Tender Impulse

Bid for tender to Fiber Optic Cable Wires by HOMELAND SECURITY, DEPARTMENT OF in USA. Access

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

Fiber Optics Bids, RFPs & Government Contracts | Find RFP

Below is a sample search result showing the newly published government contracts and bids in fiber optics, cabling, wiring. These

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