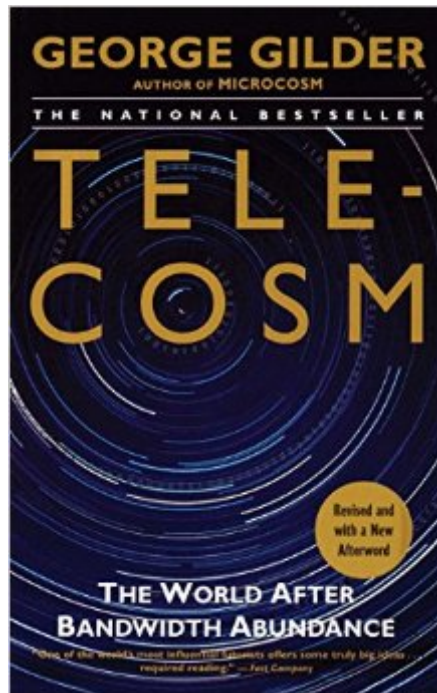


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# Telecosm: The World After Bandwidth Abundance



## Synopsis

The guru of high technology and a man whose "slightest utterance can move stocks" (The Wall Street Journal) presents a clear, cogent vision of the future of telecommunications; what it will mean in our everyday lives; and how savvy investors can get on the bandwagon today. With his books (including the groundbreaking Microcosm), top-selling newsletter, testimony before Congress, and annual Telecosm conferences, George Gilder has become the premier prophet of bandwidth and connectivity. In this revised version of Telecosm, Gilder takes technology buffs and investors on a mind-bending tour inside the worldwide webs of glass and light, explaining how fiber optics and wireless breakthroughs are pushing new technologies and new companies to the fore.

## Book Information

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## Customer Reviews

Many people have a point of view about how the telecommunications technology and industry will evolve, but few fully understand the principles and assumptions behind their own perspective.

Telecosm is a valuable summary of the science, engineering, and most influential companies that have been leading the changes in telecommunications potential. Those who have an advanced understanding of the science can skip those sections (Part One) and still have an enjoyable read.

Those who want to know the human side of the engineering will find many rewarding stories (Part Two). The only people who will be disappointed will be those looking at his thoughts about

investments (Part Four and Appendix B). First, it takes too long to bring out a book for the investment ideas to be any good by the time they appear. The market will have moved on. Second,

this book is not enough in the futurist mode for us to find the important seedlings that will dominate the future. The companies discussed favorably in this book are visible and understood by most high technology investors already. Third, these ideas have been discussed for many years by Mr. Gilder in a variety of formats so they will only surprise people who are not familiar already with Mr. Gilder's nearly-ubiquitous prognostications. Mr. Gilder has several strengths as a technology guru that are evident in *Telecosm*. First, he writes clearly, simply, and beautifully. No one else does it as well in this field. Second, he knows a lot of the people involved and can unveil the personalities and intellectual history in an engaging way, as a result. Third, he is a systems thinker, so he is adept at connecting one development to another in explaining his reasoning about why one thing or another has or will happen.

G. Gilder for many years had a reputation of the high-tech guru and the prophet of the "Internet Era". How justified is it? In fact he missed the Internet revolution altogether. Back in 1994, when the first Mosaic web browsers spread all over computer screens on campuses like a brush fire, he wrote and talked in his interviews and columns about the same things as now - increasing bandwidth, fiber optic lines, cable, interactive TV. Internet was occasionally mentioned in passing, Web - not at all. But isn't the Internet all about bandwidth and megabits per second? No, it would be like saying that the PC revolution of the early 80's was all about increasing number of transistors. Growing transistor count was one of the enabling driving forces. The revolution itself was radical shift in business models and organizational structures, huge leap in availability of computing power at the fingertips of much greater number of people. Similarly, the Internet revolution was not about more bits per second - it was a rapid and momentous transformation of the whole business of accessing and exchanging information by individuals and organizations all over the world. And G. Gilder largely missed it. To his credit, most of the other "gurus" missed it just as well. This is a pesky trait of true revolutions - to fool and confuse all pundits and pontificators gazing into their crystal balls. Mr. Gilder is also often cited for in-depth knowledge of scientific and technical aspects of the "telecosm". I have an impression this reputation comes mostly from journalists who themselves understand very little of these technical issues, or those who do understand but directly benefit from his relentless promotion of certain technology companies.

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