DECEMBER 08, 2015 / 1:30PM, T - AT&T Inc at UBS Global Media and Communications Conference

So we've been going through this migration and we are having terrific success. We call them strategic services. All the IP-based solutions and NetBond fits into that and our cloud services fits into that. Those have been growing midteens for quite a period of time now. But they are cannibalizing those legacy services, so the net effect has been that those revenues have been slightly declining. We are beginning to work through that legacy transition and as we come out, we think we have a good long-term growth profile on these businesses and if we can continue to grow those strategic services in that midteens kind of range, as they get to become 30%, 40% of the overall revenue base, then that allows us then to get to overall growth.

Now you put the mobility solutions on top of it, this segment grows for the foreseeable future and in fact, I tell you we are starting from a great place. There is no B2B customer base in any industry as good as ours. You would be hard-pressed to find somebody in the Fortune 1000 who is not an AT&T customer. So we are starting there and we are leveraging this mobility, this IP product set that nobody else is investing in to the extent that we are. And it's giving us a great advantage and it's proving to be very powerful. This thing is going to grow for a while, John.

John Hodulik - UBS - Analyst

Okay, a couple quick ones here with the limited time we have left. First of all, CapEx. How should we think of the CapEx as we look out into 2016 over the next several years? Where are the priorities in terms of the incremental dollar? And then big question we've been getting a lot of bonus depreciation, how does that potentially affect your budget? Also how do you expect that to play out as we look into year-end?

Randall Stephenson - AT&T Inc. - Chairman & CEO

Yes, so CapEx, I have been saying for the last year and a half kind of pre-conditioning people that there is -- I use the word downward bias on our capital spending and there's a downward bias for a lot of reasons. Mainly 2014 was like the monster of all years. We finished off our VIP project, so the LTE deployment largely wrapped up in 2014. Our broadband expansion, we went out and deployed 57 million IP broadband homes and finished that in 2014. All of that stuff tailed off in 2014 and so our CapEx has come down rather dramatically.

Now going forward, software-defined networking, this is not an inconsequential impact on capital requirements. It is a rather significant effect on our capital spend. So there's going to be a continual downward pressure on our capital spending just by virtue of SDN, virtualizing the core network. Think about the cloud moves out of the data center into the core network, so all of the economics that we've experienced in the data center by cloud computing is moving into the big iron core network at AT&T. That's consequential. That's significant. And we are experiencing those effects right now.

Also LTE. We are now at a place where the LTE conversion is done and so we are adding capacity. LTE capacity runs about 30% to 40% cheaper than traditional UMTS capacity, downward bias on capital requirements. Rather than laying up T1s, DS1s and so forth, we are laying up Ethernet. The capital requirements of Ethernet versus a T1? About 40% lower. And I could just keep going on and on, but everything about this industry, we are actually starting to get on Moore's Law in this big iron telecom business. We are not quite on Moore's Law, but we are experiencing some of Moore's Law in the big iron and this is a really exciting deal.

Now move into fiber deployment. We are going to deploy more fiber next year than we did this year, but the capital requirements are going down. It continues to get cheaper to deploy fiber, pre-spliced fiber and so forth. It is all getting cheaper. Now, once again, later on, 40 megahertz of fallow spectrum on top of the wireless spectrum. We were at dinner last night and somebody said so I should think of spectrum as just prepaid capital. That's exactly what it is. It is capital avoidance. The guy with the best spectrum position has the best cost position in terms of deploying capital in the network. So everything about how this is stacking up is lending ourselves to using this language downward bias. Our capital requirements are getting more and more efficient all the time.

