

# Warranties and Support Services for Smartphones, TVs, and MP3 Players

MARKET FOCUS

#### SERVICE: DIGITAL HOME SUPPORT SERVICES

3Q 2012

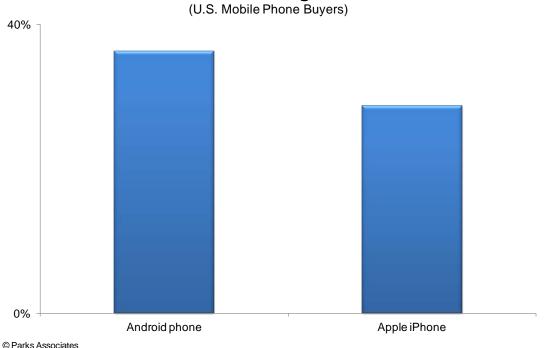
By John Barrett, Director, Consumer Analytics, and Yilan Jiang, Manager of Consumer Research, Parks Associates

#### SYNOPSIS

**Insurance/Protection Plan Bought at Time of Purchase** 

Warranties and Support Services for Smartphones, TVs, and MP3 Players analyzes the market for support services for these devices, including adoption trends, consumer satisfaction, and revenue impact on point-of-sale purchases.

Parks Associates' **Digital Home Support Services** research service analyzes consumer experiences, preferences, and expectations for premium home technical support services.



ANALYST INSIGHT

"Consumers are generally satisfied with the support services they receive, but the market is fundamentally changing: the price of TV sets is declining, and MP3 players are giving way to smartphones. Both changes have implications for the support service market."

- John Barrett, Director, Consumer Analytics, Parks Associates

#### CONTENTS

## Warranties and Support Services for Smartphones, TVs, and MP3 Players

- · About the Research
- Previous Research
- Key Conclusions & Recommendations

#### **Trending Data**

- Product Adoption (2009 2012)
- · Percentage of Broadband Households Buying Smartphone and MP3 Player (2007-2011)
- Percentage of Broadband Households Buying Flat Panel TV (2007-2011)
- Average Selling Price of Smartphone, MP3 Player, and Flat Panel TV (2008 2011)
- Mobile Phone Handset Insurance (2009-2010)





# Warranties and Support Services for Smartphones, TVs, and MP3 Players

#### MARKET FOCUS

#### SERVICE: DIGITAL HOME SUPPORT SERVICES

3Q 2012

#### CONTENTS

· Purchase of Extended Warranty Plan for MP3 Player (2009 vs. 2011)

Importance of Technical Support Service When Choosing a Retail Store (2009-2010)

## Smartphone Support Services at the Point of Sale

- Attach Rate with Smartphone Purchases (Q1/12)
- Average Total Purchase: Smartphones (Q1/12)
- · Insurance/Protection Plan with Smartphone Purchases (Q1/12)
- · Mobile Phone Insurance/Protection Plan Purchase by Mobile Phone Cost (Q1/12)
- Mobile Phone Insurance/Protection Plan Purchase by Age/Income (Q1/12)
- · Insurance/Protection Plan Purchase Intention by Education Level (Q1/12)
- · Insurance/Protection Plan Purchase/Purchase Intention by Gamer/Gender (Q1/12)
- Insurance/Protection Plan Purchase by Mobile Phone Type (Q1/12)
- Satisfaction with Mobile Insurance/Protection Plan (Q1/12)
- · Insurance/Protection Plan Purchase Intention by Use of the Service (Q1/12)

#### Flat-Panel TV Support Services at the Point of Sale

- Attach Rate with Flat-Panel TV Purchases (Q1/12)
- Average Total Purchase: Flat-Panel TVs (Q1/12)
- Flat-Panel TV: Installation Services (Q1/12)
- · Flat-Panel TV Warranty/Set-up Service Purchase by Age/Gender (Q1/12)
- · Flat-Panel TV Warranty/Set-up Service Purchase by TV Type/Pay-TV Service (Q1/12)
- Warranty/Set-up Service Purchase Intention by Age (Q1/12)
- · Warranty/Set-up Service Purchase Intention by Education Level (Q1/12)
- · Warranty/Set-up Service Purchase Intention by Gender/Children at Home (Q1/12)
- · Warranty/Set-up Service Purchase Intention by TV Type/Pay-TV Service (Q1/12)
- · Satisfaction with Warranty and Set-Up Services for Flat-Panel TV (Q1/12)
- · Warranty/Set-up Service Purchase Intention by Use of the Service (Q1/12)

## MP3 Player Support Services at the Point of Sale

- Attach Rate with Portable MP3 Player Purchases (Q1/12)
- · Average Total Purchase: Portable MP3 Player (Q1/12)
- · MP3 Player Warranty/Protection Plan Purchase by MP3 Player Cost (Q1/12)
- MP3 Player Warranty/Protection Plan Purchase by Education Level/Income (Q1/12)
- MP3 Player Warranty/Protection Plan Purchase by Purchase Location/Type of Purchase (Q1/12)
- MP3 Player Warranty/Protection Plan Purchase by Gender/Purchase Location (Q1/12)
- MP3 Player Warranty/Protection Plan Purchase by Gender/Type of Purchase (Q1/12)

## Appendix - Demographic/Technographic Profiles

- Warranty/Protection Plan Purchase by Demographics/ Technographics Smartphones & MP3 Players (Q1/12)
- Warranty/Set-Up Service Purchase by Demographics/ Technographics Flat-Panel TV (Q1/12)
- Warranty/Support Service Purchase Intention by Demographics/Technographics (Q1/12)





# **CONSUMER** ALIALYTICS Warranties and Support Services for Smartphones, TVs, and MP3 Players

MARKET FOCUS	SERVICE: DIGITAL HOME SUPPORT SERVICES	3Q 2012
ATTRIBUTES		
Parks Associates	Authored by John Barrett and Yilan Jiang	
15950 N. Dallas Pkwy Suite 575	Executive Editor: Tricia Parks	
Dallas TX 75248	Number of Slides: 59	
TOLL FREE 800.727.5711	Published by Parks Associates	
PHONE 972.490.1113	© 2012 Parks Associates   Dallas, Texas 75248	
FAX 972.490.1133		
parksassociates.com	All rights reserved. No part of this book may be reproduced, in any form of without permission in writing from the publisher.	or by any means,
sales@parksassociates.com	Printed in the United States of America.	
	Disclaimer Parks Associates has made every reasonable effort to ensure that all informati correct. We assume no responsibility for any inadvertent errors.	on in this report is

