

Booming demand, scarce talent

NAVIGATING THE SKILLED CABLING LABOR CRISIS

The **demand for infrastructure cabling in field services continues to surge**, driven by the proliferation of devices and the increasing need for bandwidth. However, a **severe shortage of skilled cabling technicians** poses a threat to fulfilling the demand.

Market dynamics fuel strong demand

AREAS OF HIGHEST DEMAND



Retail equipment cabling installs, such as cash wraps and point-of-sale systems.



Copper or fiber structured cabling for retail stores, data centers, large warehouses, and distribution centers.



Cabling for network equipment and wireless access points.

Cabling market snapshot

Copper dominates the cabling market with 49.8% market share, while fiber has the highest annual growth rate.

- *Grand View Research*



The talent shortage: a major hurdle for growth

In today's competitive labor market, attracting and retaining skilled cabling technicians is more difficult than ever.

42%

42% of respondents identify the shortage of skilled cabling technicians as a serious challenge.

- *Field Nation poll*

1.5%

The IT unemployment rate is 1.5%, one-third of the current national unemployment rate of 3.5%.

- *CompTIA and U.S. Bureau of Labor Statistics*

850,000

The telecom industry requires 850,000 new technicians to keep up with demand.

- *Open Letter to Congress from Top Telecom Trade Associations*

64.6 MILLION

Over the past year, approximately 1.5 million retirees have reentered the U.S. labor market.

- *Nick Bunker, Indeed economist*

1.5 MILLION

Skilled cabling technicians on the Field Nation marketplace increased by 354% since 2015.

- *Field Nation data*

354%

Full-time independent workers surged from 38.2 million in 2020 to 64.6 million in 2022.

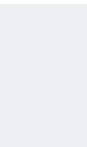
- *MBO Partners State of Independence Study*

We achieve an **average technician response time of 12 minutes** in major cities.

Our reach extends to **over 87% of all zip codes** in the U.S.

Transform your connectivity

Find proven and reliable cabling technicians on the Field Nation marketplace for any project requirement.



Recruit independent techs and dispatch work up to 80% faster than with third parties.



Reduce site revisits by 40% compared to third parties.



We achieve an **average technician response time of 12 minutes** in major cities.



Our reach extends to **over 87% of all zip codes** in the U.S.