Support for Critical Business Decisions using Frost & Sullivan Research Services

A www.frost.com Tutorial

DARPA SBIR Phase I Workshop

May 2011

The Phase I training described in this presentation has concluded.
The www.frost.com Portal referenced here is no longer active.

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Frost & Sullivan

FROST & SULLIVAN

Overview/Objectives

1. Use F&S portal to identify markets for technology (DoD, other federal and commercial)
2. Focus on emerging and disruptive technologies and commercialization requirements, applications, and relevant markets
3. How to use specific F&S reports to
    1. Gain 360^0 perspective in areas of focus
    2. ID potential competitors & collaborators
4. Understand Global technology developments
5. Understand highlights market participants
6. Utilize Analyst Hours

About Frost & Sullivan

Frost & Sullivan brand is referenced in media approximately 64 times a day every business day of the year, globally

Frost & Sullivan research monitors 9 industries, 35 sectors, and 300 markets

Over 10,000 “Active” clients globally

Frost & Sullivan tracks over 250,000+ companies and over 750,000 contacts in the Frost & Sullivan database globally

10,000 new contacts added to the Frost & Sullivan contact database monthly

Frost & Sullivan has created over 1 million pages of research

Newsletters subscribed by over 417,000 executives globally

Over 400 Analyst Briefing webcasts globally per year – with an approximately 20,000 companies registered annually

250,000 (+) CEO's, Presidents, and Managing Directors in our database

Frost & Sullivan brand is recognized by an estimated 100M business executives and investors globally

Founded in 1961, Frost & Sullivan delivers value-added research and strategy to leading companies around the globe. Frost & Sullivan develops global, growth-focused technical ,economic and market research in 10 major industries and 300 markets

38 global offices on 6 continents, serving 80 countries (and still growing)

1,800 industry analysts, consultants, and strategist globally

Research Structure

Nine Business Units Producing Comprehensive, Global Market Intelligence focused on Growth

Industrial Automation

Power Transmission
Automation & Process Control
Machinery
Measurement & Instrumentation

Automotive & Transportation

Automotive
Transportation Systems,
Logistics, Safety, Powertrain,
Steering, Railway Systems

Environment & Building Controls

Water & Wastewater Treatment,
Waste Management, Air Treatment
Building Management Technologies

Information & Communication Technology

IT Security, Enterprise Software,
Network Security,
Telecom Service, Mobile

Electronics & Security

Homeland Security
Physical Security
Building Security
Cyber Security

Chemicals, Materials & Food

Global Personal
Protection Equipment
Food & Beverage Ingredient
Chemicals & Materials

Aerospace & Defense

C4ISR
Commercial Aviation &
MRO, Training
& Simulation

Energy

Power Generation
Distributed Energy
Power Supplies
Batteries, Green Energy

Healthcare

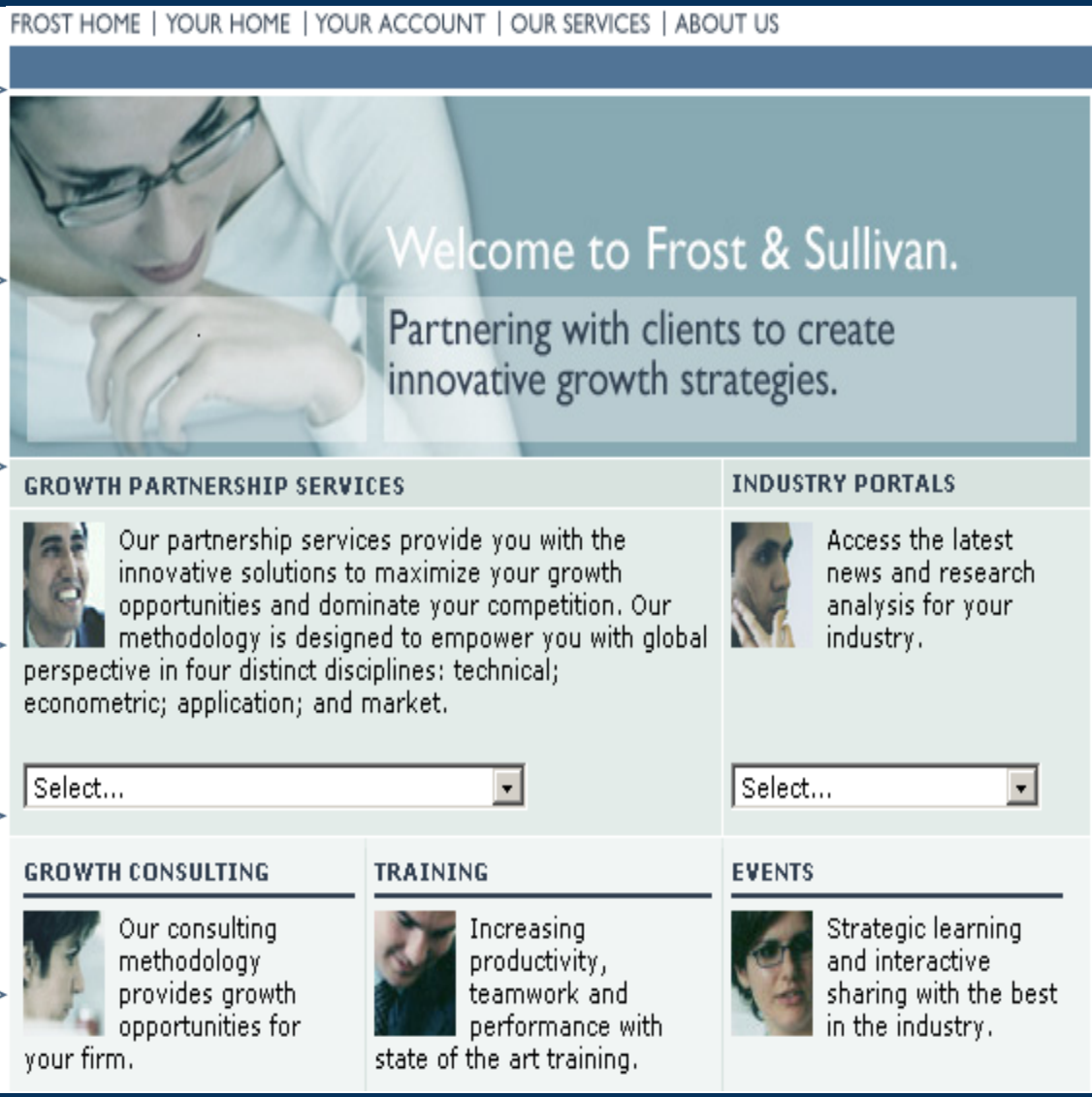
Medical Systems
Medical Devices
Drug Discovery
Diagnostic Technology
Pharmaceuticals

➢**Industry and Technology Convergence: Frost & Sullivan Technology and Industry Coverage**

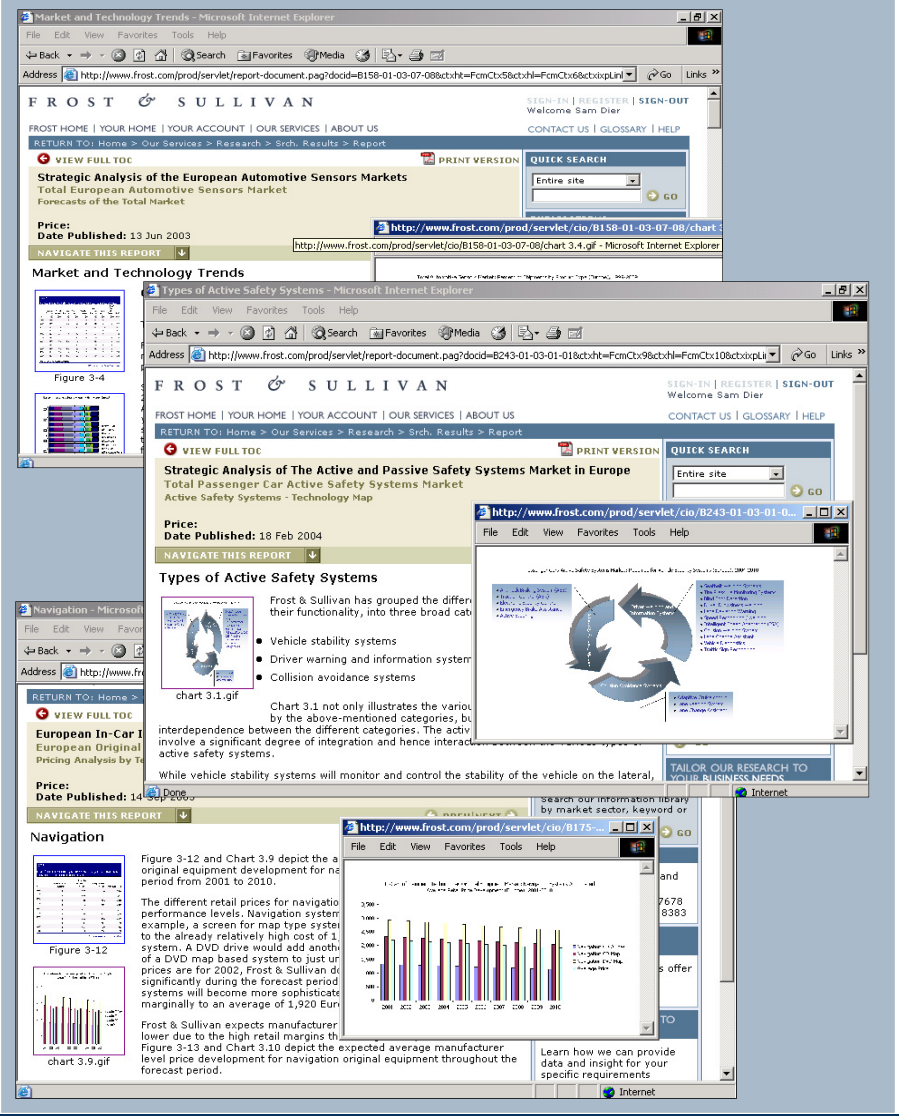
High Tech Materials, Sensors, Nanotechnology, Microelectromechanical Systems, Advanced Communications, Wireless Technologies, Electronics and Semiconductors, Security Solutions, Advanced Coatings, Research and Development Alert, Manufacturing Technology, Performance Materials, Industrial Bioprocessing, Software and IT Solutions, Renewable and Alternative Energy, Environment and Sustainability

Elements of Growth Partnership Services

- Market Analysis
- Technical Analysis
- Economic Research
- Decision Support Database
- Analyst Inquiry Time
- Analyst Briefings



Types of Industry Analysis in GPS Research



- Technology Roadmaps
- Market Revenue Forecasts shown by Key Segments
- Procurement Trends
- Analysis of the Market by Product Type
- Pricing Trend Analysis
- Market Drivers & Restraints Analysis
- Value Chain Analysis
- Market and Technology Trends
- Competitive Structure Analysis and Profiling
- Market Share Analysis
- Scenario Analysis
- Customer Analysis
- Strategic Analysis and Recommendations

Elements of www . Frost .com Portal

Signing In

My Account

Set Your Industry Tracker

Community Research

Setting Up My Profile

Search

Advanced Search

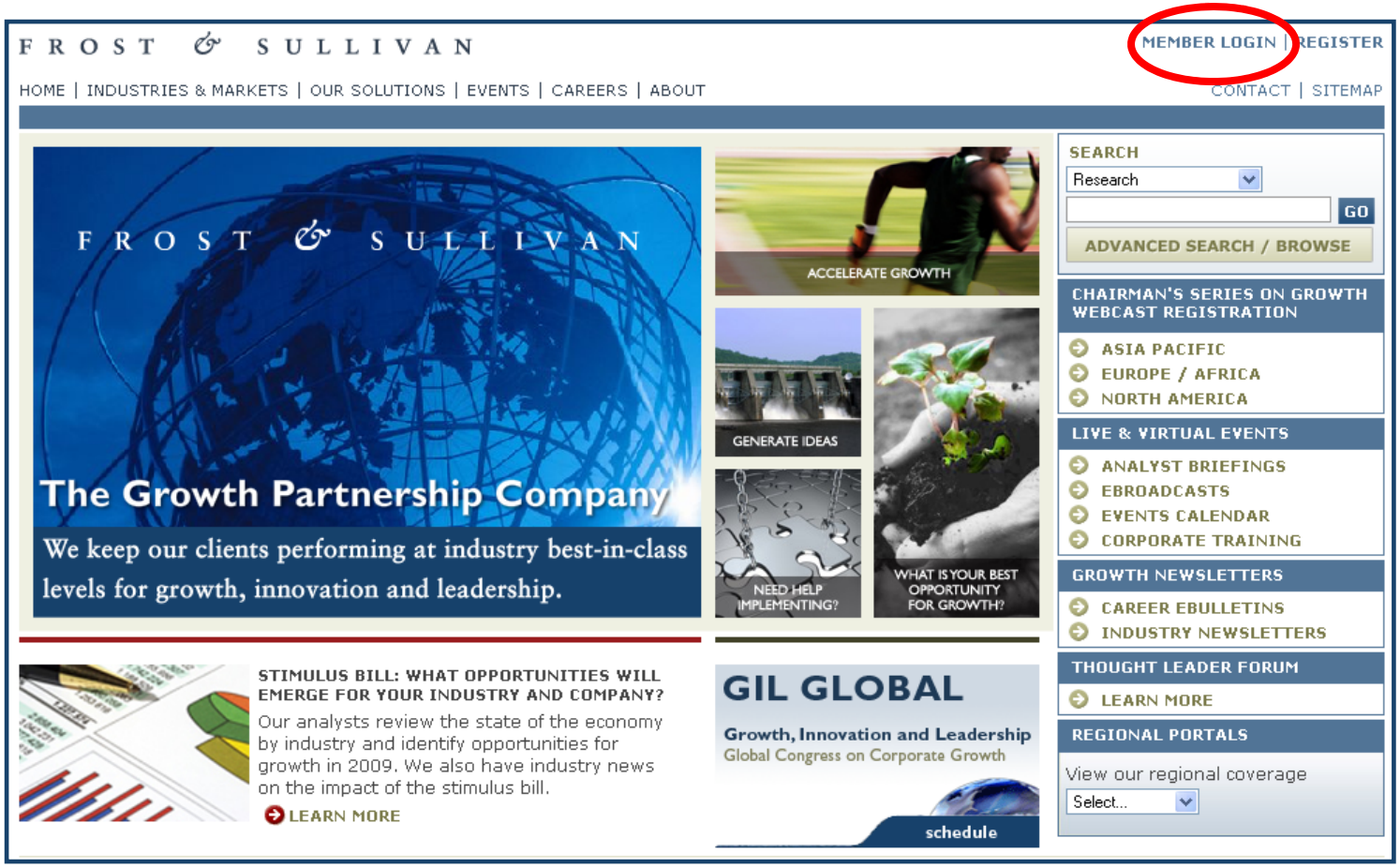
Analyst Briefings

Archived Briefings

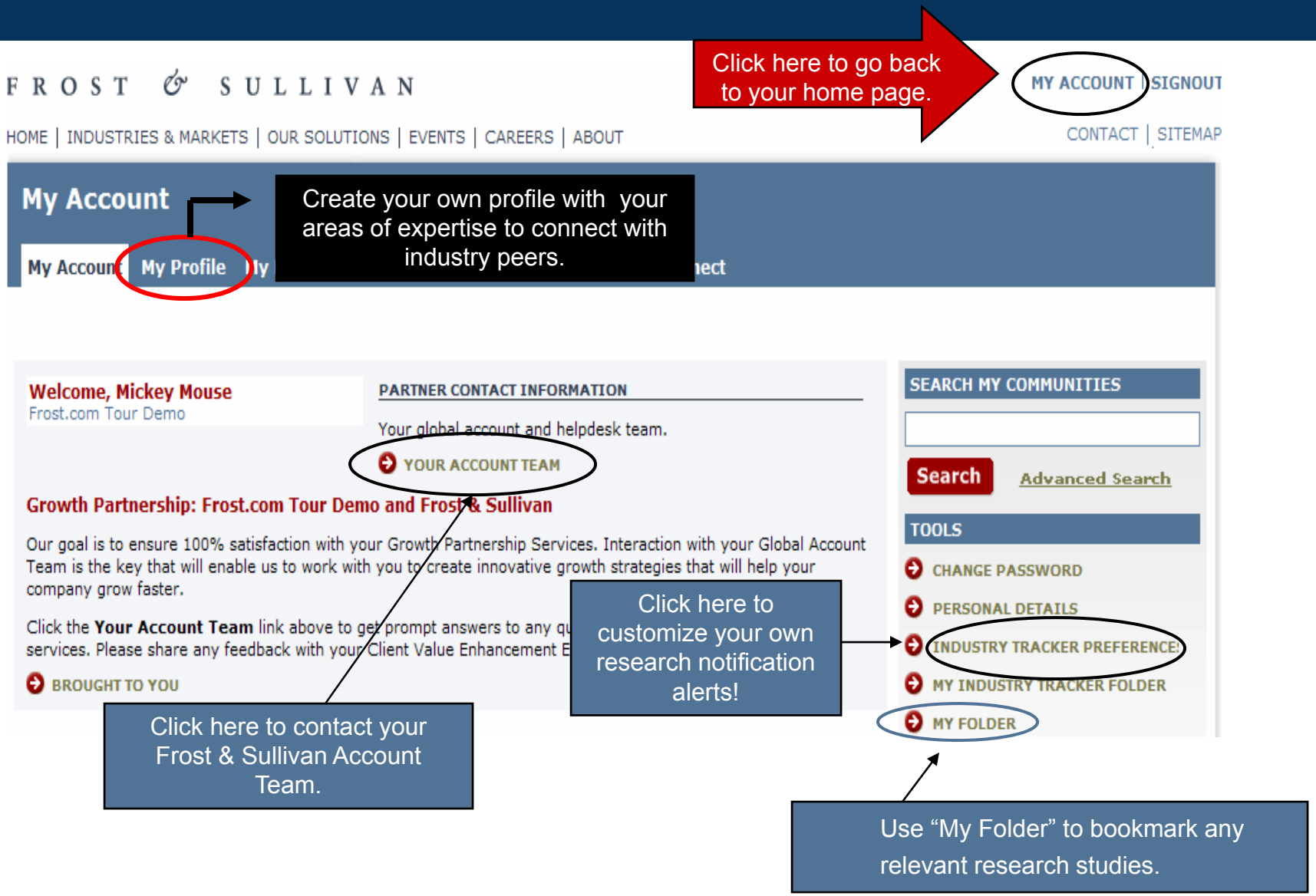
Frost & Sullivan Contact Information

Signing In

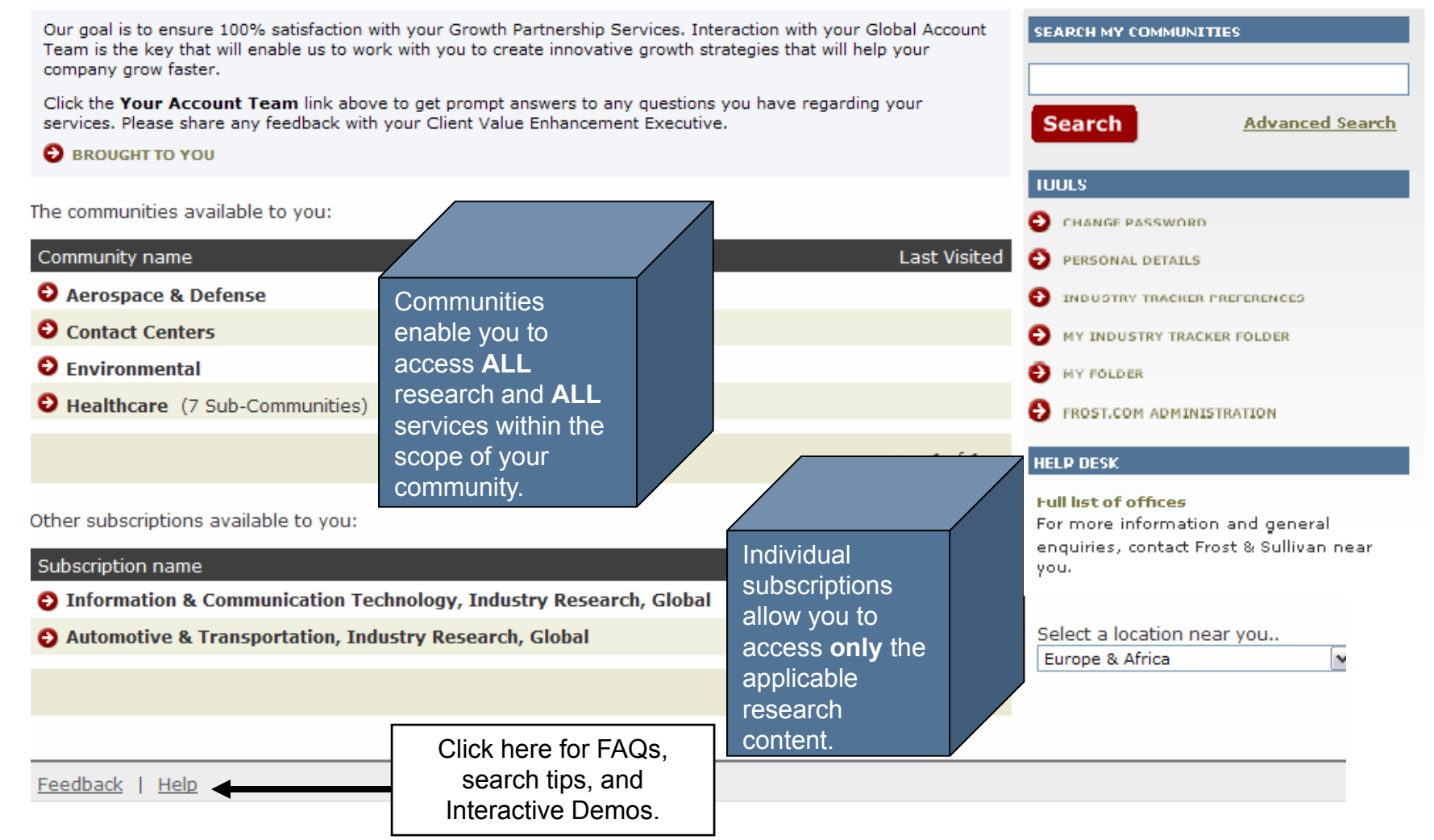
- Go to the Frost & Sullivan home page at www.frost.com.
- To sign in, click on the “MEMBER LOGIN” link at the top of the page.
- Enter your email address and your password, and you will be taken to your home page.



My Account


Click here to go back to your home page.
FROST & SULLIVAN
MY ACCOUNT | SIGNOUT
HOME | INDUSTRIES & MARKETS | OUR SOLUTIONS | EVENTS | CAREERS | ABOUT
CONTACT | SITEMAP
My Account
Create your own profile with your areas of expertise to connect with industry peers.
My Account
My Profile
Welcome, Mickey Mouse
Frost.com Tour Demo
PARTNER CONTACT INFORMATION
Your global account and helpdesk team.
YOUR ACCOUNT TEAM
Growth Partnership: Frost.com Tour Demo and Frost & Sullivan
Our goal is to ensure 100% satisfaction with your Growth Partnership Services. Interaction with your Global Account Team is the key that will enable us to work with you to create innovative growth strategies that will help your company grow faster.
Click the Your Account Team link above to get prompt answers to any qu
services. Please share any feedback with your Client Value Enhancement E
BROUGHT TO YOU
SEARCH MY COMMUNITIES
Search
Advanced Search
TOOLS
CHANGE PASSWORD
PERSONAL DETAILS
INDUSTRY TRACKER PREFERENCES
MY INDUSTRY TRACKER FOLDER
MY FOLDER
Click here to customize your own research notification alerts!
Click here to contact your Frost & Sullivan Account Team.
Use “My Folder” to bookmark any relevant research studies.

My Account—Continued



Industry Tracker

The Industry Tracker is an automatic notification system of new, relevant content as it becomes available on frost.com. You can configure it to your areas of interest.

Select your Market(s) and sub-sectors of interest.

Markets

Select your Region(s) of interest. Select "All" to get updates on regional and global studies (selecting "world" will only update you when new global studies are available).

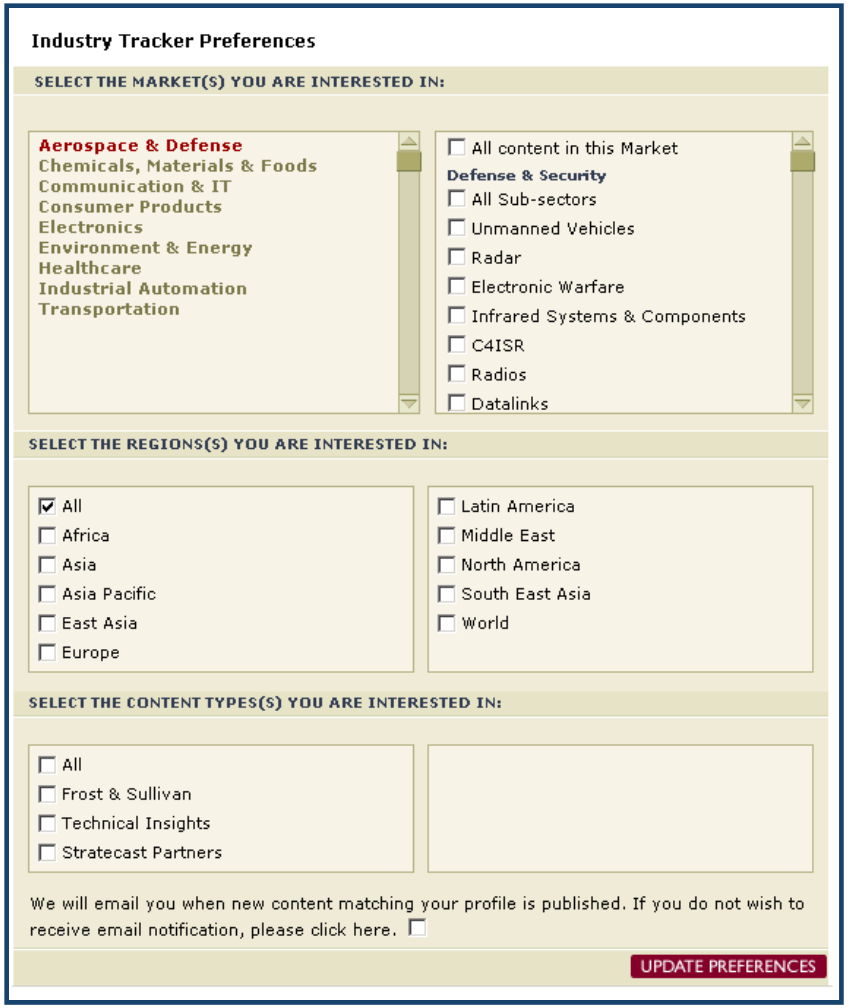
Regions

Select the Content Type, based on the type of information you are interested in.

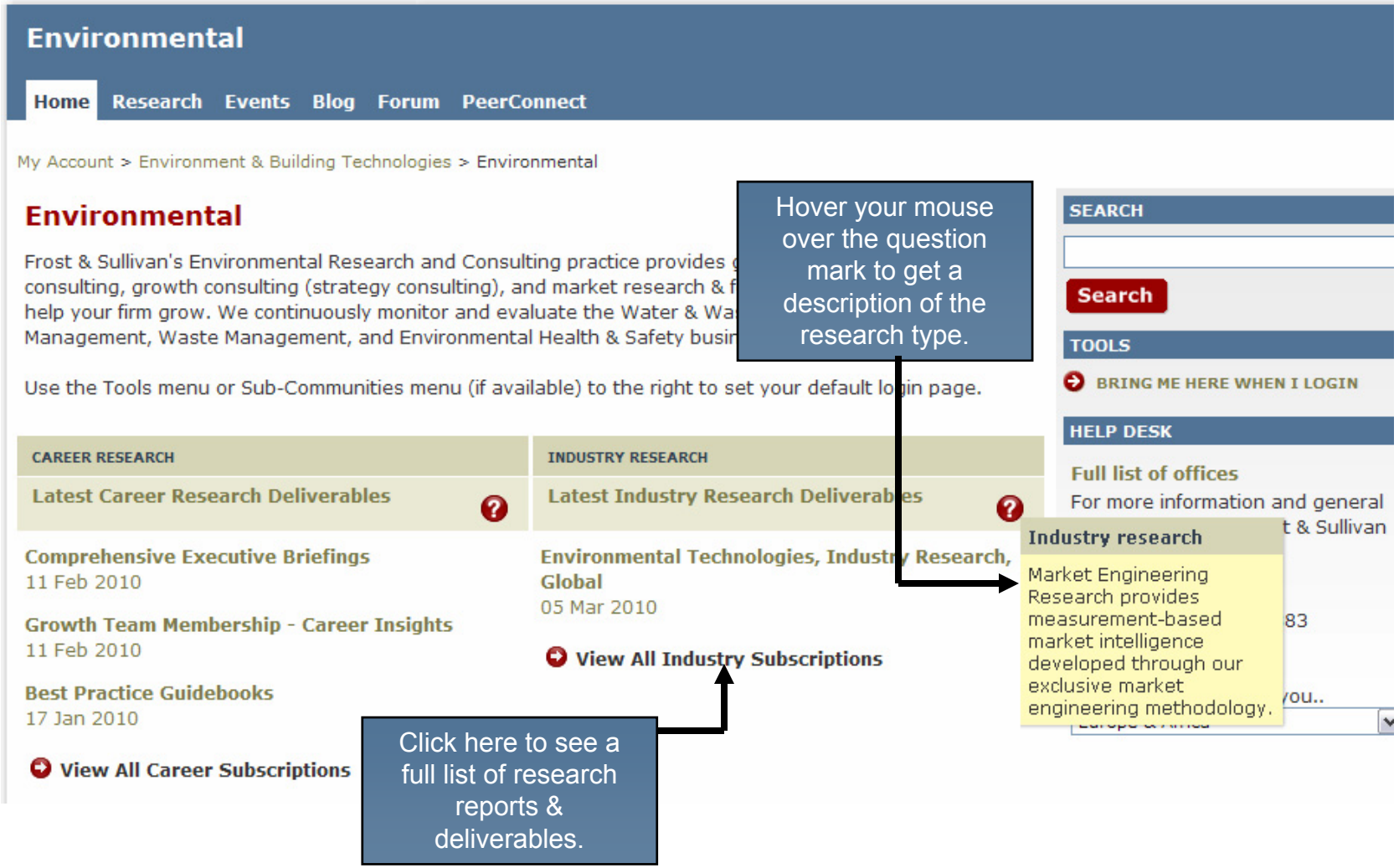
Content

When your Tracker is configured, select "Update Your Preferences."

Update

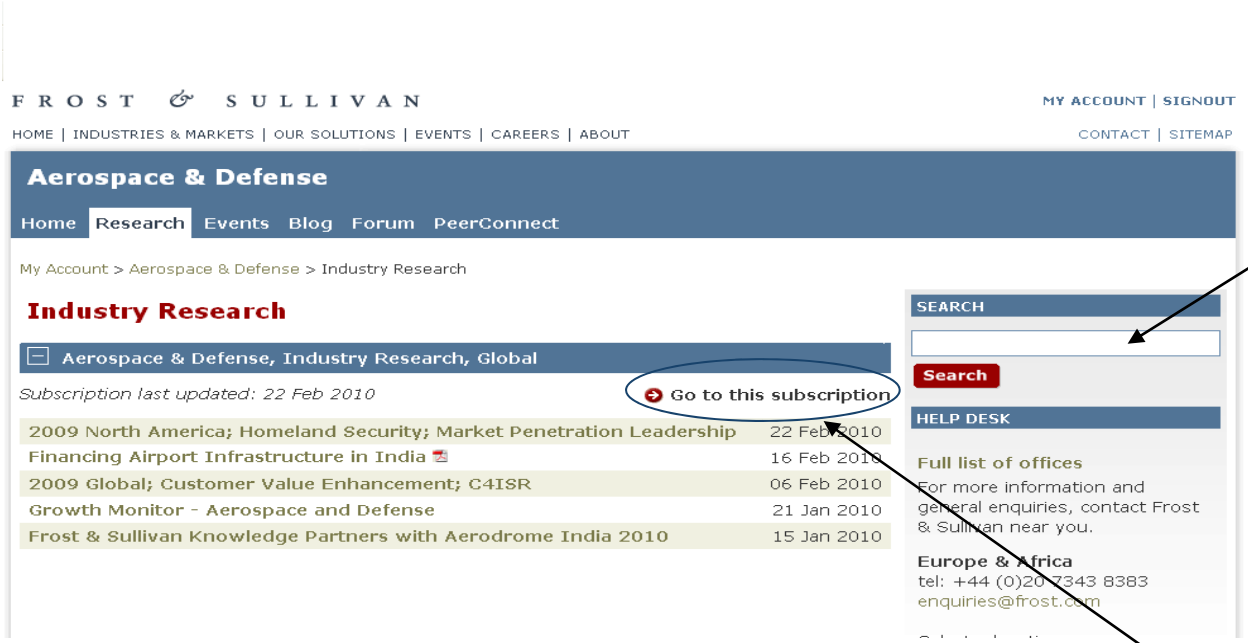


Community Research



Industry Research

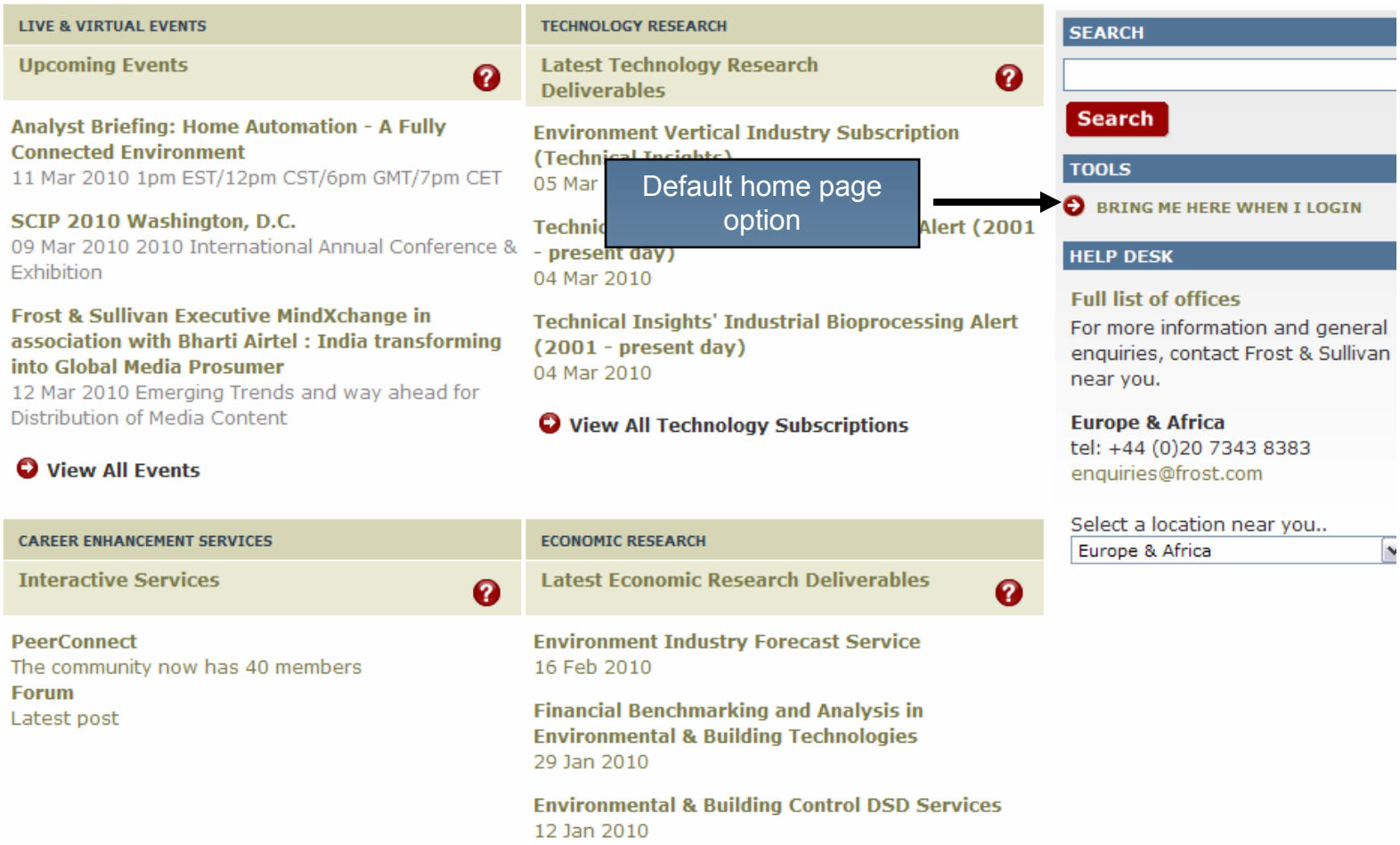
This is a list of current research available.



Enter keywords here to search within your community.

Click here to expand and view all research within the industry.

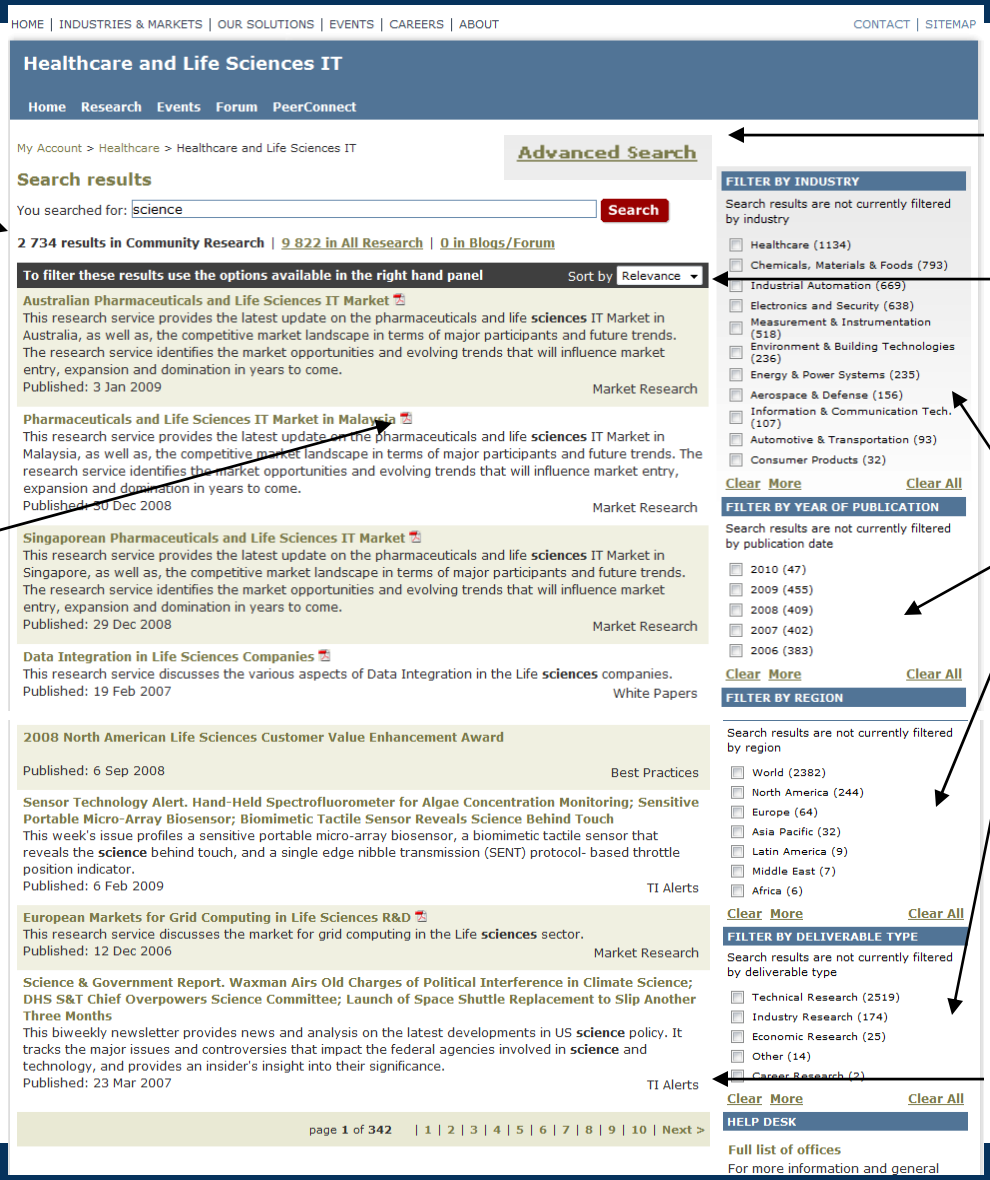
Community Research—Continued



Search

Filter results by only research within your Communities, all research, or only Blogs/Forums

Option to download available PDF file



Use Advanced Search to further filter your results

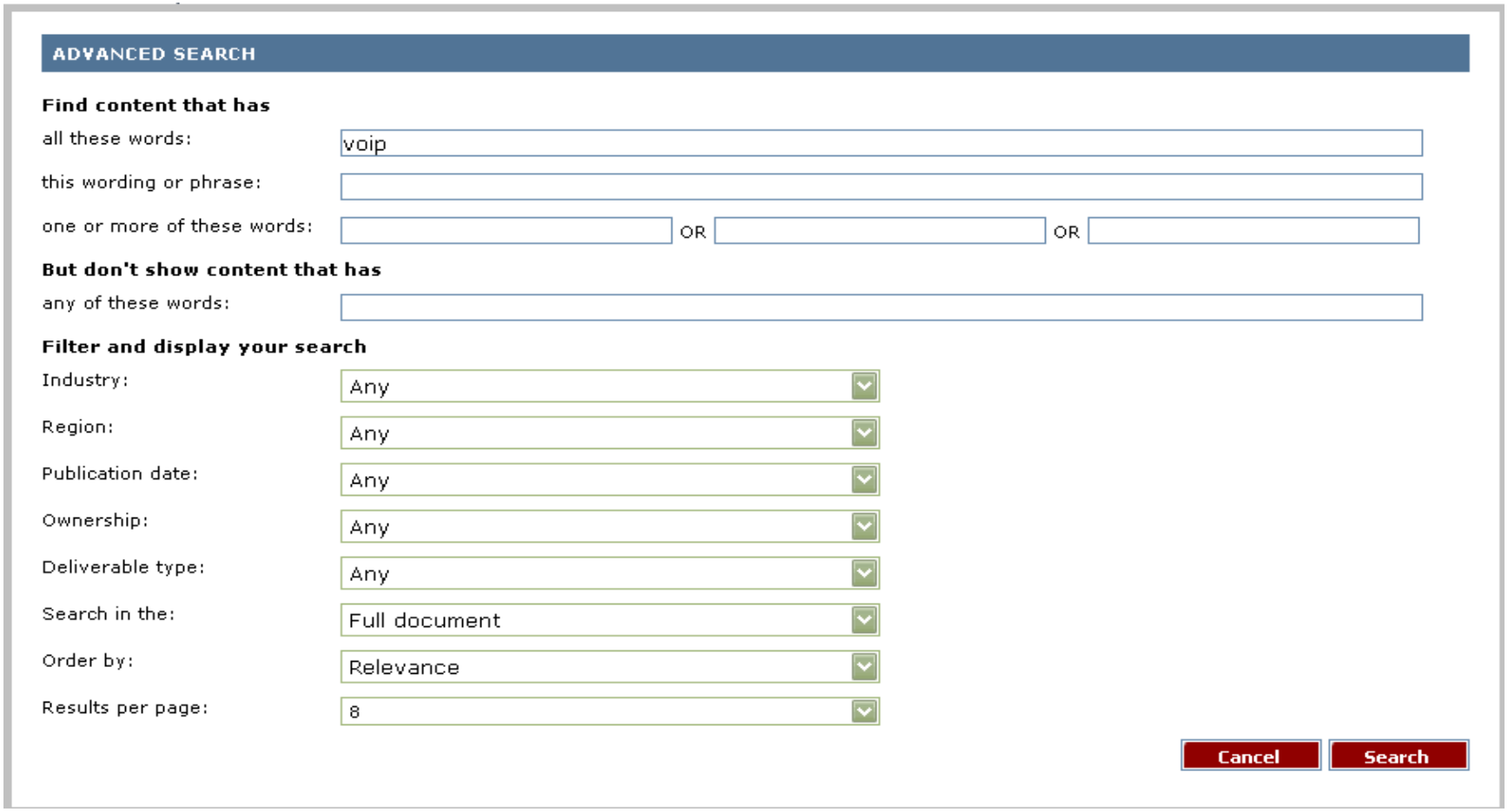
Sort by Relevance or Date

Refine your results by using Filter Opptions

Deliverable Type of research

Advanced Search

ADVANCED SEARCH enables you to perform a text-based query of the contents of our entire suite of services with a wide range of filters to narrow the returned results.



Utilizing Analyst Hours

Frost & Sullivan employs 1,800 industry analysts, consultants in

38 global offices on 6 continents, serving 80 countries (and growing)

These analysts are available to help you understand how to use the research in the DARPA SBIR portal

Why interact with Analysts?

- Researchers publish over 400 deliverables/year
- Each Deliverable requires over 300 man hours to develop and publish.
- Analysts spend over 2,000 hours/year covering their market, technologies, fulfilling custom research projects, etc.
- Much of what they know does not get published

Additional Features & Parting Thoughts

- Analyst Briefings
- Analyst Briefing Archive
  - e-Broadcasts
- Conference Proceedings
- Market Insights
- White Papers
- Other