

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The www.frost.com Portal referenced here is no longer active.**

Presented by:
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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° 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 strategists 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



GROWTH PARTNERSHIP SERVICES



Our partnership services provide you with the innovative solutions to maximize your growth opportunities and dominate your competition. Our methodology is designed to empower you with global perspective in four distinct disciplines: technical; econometric; application; and market.

INDUSTRY PORTALS



Access the latest news and research analysis for your industry.

GROWTH CONSULTING



Our consulting methodology provides growth opportunities for your firm.

TRAINING



Increasing productivity, teamwork and performance with state of the art training.

EVENTS



Strategic learning and interactive sharing with the best in the industry.

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

The image displays several screenshots from the Frost & Sullivan website, illustrating various types of industry analysis reports. The reports include:

- Strategic Analysis of the European Automotive Sensors Markets:** Total European Automotive Sensors Market. Price: [redacted]. Date Published: 13 Jun 2003.
- Strategic Analysis of The Active and Passive Safety Systems Market in Europe:** Total Passenger Car Active Safety Systems Market. Active Safety Systems - Technology Map. Price: [redacted]. Date Published: 18 Feb 2004.
- Types of Active Safety Systems:** Frost & Sullivan has grouped the different functionality, into three broad categories:
 - Vehicle stability systems
 - Driver warning and information system
 - Collision avoidance systemsChart 3.1 illustrates the various interdependencies between the different categories. The active safety systems involve a significant degree of integration and hence interact.
- European In-Car Navigation Original Pricing Analysis by Tier:** Price: [redacted]. Date Published: 14 Sep 2006.

Elements of www . Frost .com Portal

[Signing In](#)

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[Setting Up My Profile](#)

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[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.

The screenshot shows the Frost & Sullivan website homepage. At the top, the navigation bar includes the company logo, a search bar, and links for "MEMBER LOGIN" (circled in red), "REGISTER", "HOME", "INDUSTRIES & MARKETS", "OUR SOLUTIONS", "EVENTS", "CAREERS", "ABOUT", "CONTACT", and "SITEMAP".

The main content area features a large banner for "The Growth Partnership Company" with the tagline "We keep our clients performing at industry best-in-class levels for growth, innovation and leadership." Below this are several smaller promotional tiles:

- "ACCELERATE GROWTH" featuring a runner.
- "GENERATE IDEAS" featuring a dam.
- "NEED HELP IMPLEMENTING?" featuring a broken chain.
- "WHAT IS YOUR BEST OPPORTUNITY FOR GROWTH?" featuring a hand holding a seedling.

On the right side, there is a search bar with a dropdown menu set to "Research" and a "GO" button. Below the search bar are links for "ADVANCED SEARCH / BROWSE", "CHAIRMAN'S SERIES ON GROWTH WEBCAST REGISTRATION", "LIVE & VIRTUAL EVENTS" (with links to Analyst Briefings, EBroadcasts, Events Calendar, and Corporate Training), "GROWTH NEWSLETTERS" (with links to Career Ebulletins and Industry Newsletters), "THOUGHT LEADER FORUM" (with a "Learn More" link), and "REGIONAL PORTALS" (with a "View our regional coverage" dropdown menu).

At the bottom left, there is a section titled "STIMULUS BILL: WHAT OPPORTUNITIES WILL EMERGE FOR YOUR INDUSTRY AND COMPANY?" with a "LEARN MORE" link. To the right of this is a section for "GIL GLOBAL" titled "Growth, Innovation and Leadership Global Congress on Corporate Growth" with a "schedule" link.

My Account

Click here to go back to your home page.

[MY ACCOUNT](#) | [SIGNOUT](#)

My Account

Create your own profile with your areas of expertise to connect with industry peers.

[My Account](#) | [My Profile](#) | [My](#)

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 questions you have about our services. Please share any feedback with your Client Value Enhancement E

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SEARCH MY COMMUNITIES

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TOOLS

[CHANGE PASSWORD](#)

[PERSONAL DETAILS](#)

[INDUSTRY TRACKER PREFERENCE](#)

[MY INDUSTRY TRACKER FOLDER](#)

[MY FOLDER](#)

Click here to contact your Frost & Sullivan Account Team.

Click here to customize your own research notification alerts!

Use "My Folder" to bookmark any relevant research studies.

My Account—Continued

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 questions you have regarding your services. Please share any feedback with your Client Value Enhancement Executive.

➔ BROUGHT TO YOU

The communities available to you:

Community name	Last Visited
➔ Aerospace & Defense	
➔ Contact Centers	
➔ Environmental	
➔ Healthcare (7 Sub-Communities)	

Communities enable you to access **ALL** research and **ALL** services within the scope of your community.

Other subscriptions available to you:

Subscription name
➔ Information & Communication Technology, Industry Research, Global
➔ Automotive & Transportation, Industry Research, Global

Individual subscriptions allow you to access **only** the applicable research content.

Click here for FAQs, search tips, and Interactive Demos.

[Feedback](#) | [Help](#)

SEARCH MY COMMUNITIES

Search

[Advanced Search](#)

TOOLS

- ➔ CHANGE PASSWORD
- ➔ PERSONAL DETAILS
- ➔ INDUSTRY TRACKER PREFERENCES
- ➔ MY INDUSTRY TRACKER FOLDER
- ➔ MY FOLDER
- ➔ FROST.COM ADMINISTRATION

HELP DESK

Full list of offices

For more information and general enquiries, contact Frost & Sullivan near you.

Select a location near you..

Europe & Africa

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

Industry Tracker Preferences

SELECT THE MARKET(S) YOU ARE INTERESTED IN:

Aerospace & Defense	<input type="checkbox"/> All content in this Market
Chemicals, Materials & Foods	Defense & Security
Communication & IT	<input type="checkbox"/> All Sub-sectors
Consumer Products	<input type="checkbox"/> Unmanned Vehicles
Electronics	<input type="checkbox"/> Radar
Environment & Energy	<input type="checkbox"/> Electronic Warfare
Healthcare	<input type="checkbox"/> Infrared Systems & Components
Industrial Automation	<input type="checkbox"/> C4ISR
Transportation	<input type="checkbox"/> Radios
	<input type="checkbox"/> Datalinks

SELECT THE REGIONS(S) YOU ARE INTERESTED IN:

<input checked="" type="checkbox"/> All	<input type="checkbox"/> Latin America
<input type="checkbox"/> Africa	<input type="checkbox"/> Middle East
<input type="checkbox"/> Asia	<input type="checkbox"/> North America
<input type="checkbox"/> Asia Pacific	<input type="checkbox"/> South East Asia
<input type="checkbox"/> East Asia	<input type="checkbox"/> World
<input type="checkbox"/> Europe	

SELECT THE CONTENT TYPES(S) YOU ARE INTERESTED IN:

<input type="checkbox"/> All	
<input type="checkbox"/> Frost & Sullivan	
<input type="checkbox"/> Technical Insights	
<input type="checkbox"/> Stratecast Partners	

We will email you when new content matching your profile is published. If you do not wish to receive email notification, please click here.

UPDATE PREFERENCES

Community Research

Environmental

Home Research Events Blog Forum PeerConnect

My Account > Environment & Building Technologies > Environmental

Environmental

Frost & Sullivan's Environmental Research and Consulting practice provides consulting, growth consulting (strategy consulting), and market research & help your firm grow. We continuously monitor and evaluate the Water & Waste Management, Waste Management, and Environmental Health & Safety business.

Use the Tools menu or Sub-Communities menu (if available) to the right to set your default login page.

CAREER RESEARCH	INDUSTRY RESEARCH
Latest Career Research Deliverables ?	Latest Industry Research Deliverables ?
Comprehensive Executive Briefings 11 Feb 2010	Environmental Technologies, Industry Research, Global 05 Mar 2010
Growth Team Membership - Career Insights 11 Feb 2010	View All Industry Subscriptions
Best Practice Guidebooks 17 Jan 2010	
View All Career Subscriptions	

SEARCH

Search

TOOLS

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For more information and general information, please contact your account manager at Frost & Sullivan.

Industry research
Market Engineering Research provides measurement-based market intelligence developed through our exclusive market engineering methodology.

Click here to see a full list of research reports & deliverables.

Hover your mouse over the question mark to get a description of the research type.

Industry Research

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Aerospace & Defense

Home **Research** Events Blog Forum PeerConnect

My Account > Aerospace & Defense > Industry Research

Industry Research

Aerospace & Defense, Industry Research, Global

Subscription last updated: 22 Feb 2010

[Go to this subscription](#)

2009 North America; Homeland Security; Market Penetration Leadership	22 Feb 2010
Financing Airport Infrastructure in India	16 Feb 2010
2009 Global; Customer Value Enhancement; C4ISR	06 Feb 2010
Growth Monitor - Aerospace and Defense	21 Jan 2010
Frost & Sullivan Knowledge Partners with Aerodrome India 2010	15 Jan 2010

SEARCH

SEARCH

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tel: +44 (0)20 7343 8383
enquiries@frost.com

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

LIVE & VIRTUAL EVENTS	TECHNOLOGY RESEARCH
<p>Upcoming Events ?</p> <p>Analyst Briefing: Home Automation - A Fully Connected Environment 11 Mar 2010 1pm EST/12pm CST/6pm GMT/7pm CET</p> <p>SCIP 2010 Washington, D.C. 09 Mar 2010 2010 International Annual Conference & Exhibition</p> <p>Frost & Sullivan Executive MindXchange in association with Bharti Airtel : India transforming into Global Media Prosumer 12 Mar 2010 Emerging Trends and way ahead for Distribution of Media Content</p> <p>View All Events</p>	<p>Latest Technology Research Deliverables ?</p> <p>Environment Vertical Industry Subscription (Technical Insights) 05 Mar 2010</p> <p>Technical Insights' Industrial Bioprocessing Alert (2001 - present day) 04 Mar 2010</p> <p>Technical Insights' Industrial Bioprocessing Alert (2001 - present day) 04 Mar 2010</p> <p>View All Technology Subscriptions</p>
CAREER ENHANCEMENT SERVICES	ECONOMIC RESEARCH
<p>Interactive Services ?</p> <p>PeerConnect The community now has 40 members</p> <p>Forum Latest post</p>	<p>Latest Economic Research Deliverables ?</p> <p>Environment Industry Forecast Service 16 Feb 2010</p> <p>Financial Benchmarking and Analysis in Environmental & Building Technologies 29 Jan 2010</p> <p>Environmental & Building Control DSD Services 12 Jan 2010</p>

SEARCH

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Select a location near you..

Default home page option

Search

HOME | INDUSTRIES & MARKETS | OUR SOLUTIONS | EVENTS | CAREERS | ABOUT CONTACT | SITEMAP

Healthcare and Life Sciences IT

Home Research Events Forum PeerConnect

My Account > Healthcare > Healthcare and Life Sciences IT

Advanced Search

You searched for:

2 734 results in Community Research | 9 822 in All Research | 0 in Blogs/Forum

To filter these results use the options available in the right hand panel Sort by **Relevance**

- Australian Pharmaceuticals and Life Sciences IT Market**
This research service provides the latest update on the pharmaceuticals and life sciences IT Market in Australia, as well as, the competitive market landscape in terms of major participants and future trends. The research service identifies the market opportunities and evolving trends that will influence market entry, expansion and domination in years to come.
Published: 3 Jan 2009 Market Research
- Pharmaceuticals and Life Sciences IT Market in Malaysia**
This research service provides the latest update on the pharmaceuticals and life sciences IT Market in Malaysia, as well as, the competitive market landscape in terms of major participants and future trends. The research service identifies the market opportunities and evolving trends that will influence market entry, expansion and domination in years to come.
Published: 30 Dec 2008 Market Research
- Singaporean Pharmaceuticals and Life Sciences IT Market**
This research service provides the latest update on the pharmaceuticals and life sciences IT Market in Singapore, as well as, the competitive market landscape in terms of major participants and future trends. The research service identifies the market opportunities and evolving trends that will influence market entry, expansion and domination in years to come.
Published: 29 Dec 2008 Market Research
- Data Integration in Life Sciences Companies**
This research service discusses the various aspects of Data Integration in the Life sciences companies.
Published: 19 Feb 2007 White Papers
- 2008 North American Life Sciences Customer Value Enhancement Award**
Published: 6 Sep 2008 Best Practices
- Sensor Technology Alert. Hand-Held Spectrofluorometer for Algae Concentration Monitoring; Sensitive Portable Micro-Array Biosensor; Biomimetic Tactile Sensor Reveals Science Behind Touch**
This week's issue profiles a sensitive portable micro-array biosensor, a biomimetic tactile sensor that reveals the science behind touch, and a single edge nibble transmission (SENT) protocol-based throttle position indicator.
Published: 6 Feb 2009 TI Alerts
- European Markets for Grid Computing in Life Sciences R&D**
This research service discusses the market for grid computing in the Life sciences sector.
Published: 12 Dec 2006 Market Research
- Science & Government Report. Waxman Airs Old Charges of Political Interference in Climate Science; DHS S&T Chief Overpowers Science Committee; Launch of Space Shuttle Replacement to Slip Another Three Months**
This biweekly newsletter provides news and analysis on the latest developments in US science policy. It tracks the major issues and controversies that impact the federal agencies involved in science and technology, and provides an insider's insight into their significance.
Published: 23 Mar 2007 TI Alerts

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FILTER BY INDUSTRY

Search results are not currently filtered by industry

- Healthcare (1134)
- Chemicals, Materials & Foods (793)
- Industrial Automation (669)
- Electronics and Security (638)
- Measurement & Instrumentation (518)
- Environment & Building Technologies (236)
- Energy & Power Systems (235)
- Aerospace & Defense (156)
- Information & Communication Tech. (107)
- Automotive & Transportation (93)
- Consumer Products (32)

[Clear](#) [More](#) [Clear All](#)

FILTER BY YEAR OF PUBLICATION

Search results are not currently filtered by publication date

- 2010 (47)
- 2009 (455)
- 2008 (409)
- 2007 (402)
- 2006 (383)

[Clear](#) [More](#) [Clear All](#)

FILTER BY REGION

Search results are not currently filtered by region

- World (2382)
- North America (244)
- Europe (64)
- Asia Pacific (32)
- Latin America (9)
- Middle East (7)
- Africa (6)

[Clear](#) [More](#) [Clear All](#)

FILTER BY DELIVERABLE TYPE

Search results are not currently filtered by deliverable type

- Technical Research (2519)
- Industry Research (174)
- Economic Research (25)
- Other (14)
- Career Research (2)

[Clear](#) [More](#) [Clear All](#)

[HELP DESK](#)

Full list of offices
For more information and general

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

Use Advanced Search to further filter your results

Sort by Relevance or Date

Refine your results by using Filter Options

Deliverable Type of research

Option to download available PDF file

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.

ADVANCED SEARCH

Find content that has

all these words:

this wording or phrase:

one or more of these words: OR OR

But don't show content that has

any of these words:

Filter and display your search

Industry: ▼

Region: ▼

Publication date: ▼

Ownership: ▼

Deliverable type: ▼

Search in the: ▼

Order by: ▼

Results per page: ▼

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