



# HELPING ORGANIZATIONS IDENTIFY GROWTH OPPORTUNITIES FOR OVER 50 YEARS

Everyone has an opinion on the future. Not everyone is as successful at identifying opportunities poised for growth as we are. From ideation to realization, we have the proven strategies and the implementation best practices to help overcome challenges and identify new opportunities before competitors to help achieve transformational growth. Over the past five decades,

Frost & Sullivan has become world-renowned for its role in helping investors, corporate leaders and governments navigate economic changes and identify disruptive technologies, Mega Trends, new business models and companies to action, resulting in a continuous flow of growth opportunities to drive future success.

We help organizations survive today while planning for tomorrow.

## NEW OPPORTUNITIES FOR GROWTH STARTS HERE

### Research & Actionable Intelligence Growth Partnership Services

Frost & Sullivan combines 50 years of expertise across key industries with the ability to gather intelligence in a variety of ways to help clients make critical business decisions. Unlike traditional market research, intelligence integrates seven perspectives into a complete, overall view of factors that impact every industry: *Competitive Intensity, Customer Dynamics, Industry Convergence, Disruptive Technologies, Global Mega Trends, New Business Models, and Emerging Markets*, providing an illuminating view toward future scenarios and visionary innovation. Leverage a composite view of your market, coupled with comprehensive industry coverage and “on-the-ground” analysis in virtually every region of the world. No other research and advisory firm provides the depth and breadth of information and analysis that we do.



Market Size & Forecasts



Pricing, Unit Shipment & Forecasts



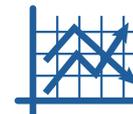
Competitive Landscape & Share



Value Chain & Business Models



Pipeline & Product Analysis



Market Trends – Drivers & Restraints



Emerging Geographic Markets



Key Industry Trend Coverage & Assessment of Trend Impact



Continuous Tracking of Your Industry's Technology Trends

## We Guide Organizations Through the Information Maze by Providing Actionable Intelligence Through the Eyes of Analysts, Consultants and Futurists.

Let our global perspective, technology expertise and in-depth industry coverage work for you.



Intelligent Mobility



Information & Communication Technologies



Transformational Health



Aerospace & Defense



Visionary Science



Energy & Environment



Measurement & Instrumentation / Industrial Process Control

## Gain Solutions to Your Most Pressing Challenges Growth Consulting

Our consultants work with thousands of companies on just as many unique areas to provide an integrated approach to refining growth objectives, mapping and measuring the competitive landscape, prioritizing opportunities and implementing high-impact strategies with measurable results. Gain a wealth of knowledge across a broad range of topics in the areas of Mega Trends, implementation planning and execution support, change management, organizational development and scenario planning.



## Evangelize Your Offering Brand & Demand Solutions

Companies rely heavily on their marketing teams to support their digital transformation strategies. Never before has your brand, your positioning and your go-to-market strategy been more critical to your organization's success than it is today. Frost & Sullivan's Brand and Demand Solutions Practice combines over 50 years of market intelligence with award-winning turnkey programs and events to give your brand the recognition it deserves. Exceed expectations and position your company as a market leader with a premier, independent, third-party marketing growth partner who navigates disruptive markets and works with you to deliver unprecedented returns.



## Interact. Engage. Transform.

Our Growth Innovation Leadership (GIL) events offer a powerful experiential learning environment which integrates collaborative think tanks, networking, visionary innovation, and inspirational leadership. Be inspired and learn how to be fully prepared for a future of disruption and transformational growth.



## Our Members Get More!

As a member of Frost & Sullivan's Growth Partnership Services, you will receive not only access to unique curated content that is relevant to your needs, but also unlimited time with Frost & Sullivan analysts to address questions about research content and access to highly personalized customer service to help with all aspects of your subscription so that you can get access to intelligence you need faster than ever before.



Curated  
Content



Analyst  
Inquiry



Client Value  
Enhancement Team



Growth Innovation &  
Leadership (GIL) Briefings



Customized Growth  
Strategy Dialogue with  
Industry Experts

# AREAS OF EXPERTISE BY INDUSTRY



## INTELLIGENT MOBILITY

### Areas of Expertise

Fleet & Leasing  
Global Automotive Aftermarket Research  
Global Telematics, Infotainment, Connectivity & HMI Technologies  
Automotive IT  
Powertrain & Electric Vehicle  
Technologies & Infrastructure  
Commercial Vehicles Industry Research Global  
Transportation, Supply Chain & Logistics  
Rail Infrastructure, Rolling Stock & Services  
Global Mobility Research - Future of Mobility

## INFORMATION & COMMUNICATION TECHNOLOGIES

### Areas of Expertise

Big Data & Analytics  
Cloud Computing  
Communications Services (Business and Consumer)  
Connected Home  
Contact Center / Customer Experience  
Cybersecurity and Information & Network Security  
Digital Media  
Digital Transformation of Industries  
FinTech  
IT Services

Mobile & Wireless Operations, Orchestration, Data Analytics, and Monetization (ODAM) Global Competitive Strategies  
Unified Communications & Collaboration  
Enterprise Communications  
Retail Systems  
Secure Networking  
Stratecast Perspectives & Insight for Executives (SPIE)\*\* Weekly Strategic Insight Program



## TRANSFORMATIONAL HEALTH

### Areas of Expertise

Digital Health  
Advanced Medical Technologies  
Medical Imaging & Informatics  
Next-Generation Diagnostics  
Pharma 2.0



## AEROSPACE, DEFENSE & SECURITY

### Areas of Expertise

- Airports
- Security
- Defense
- Aviation
- Unmanned Systems
- Space

## VISIONARY SCIENCE

### Areas of Expertise

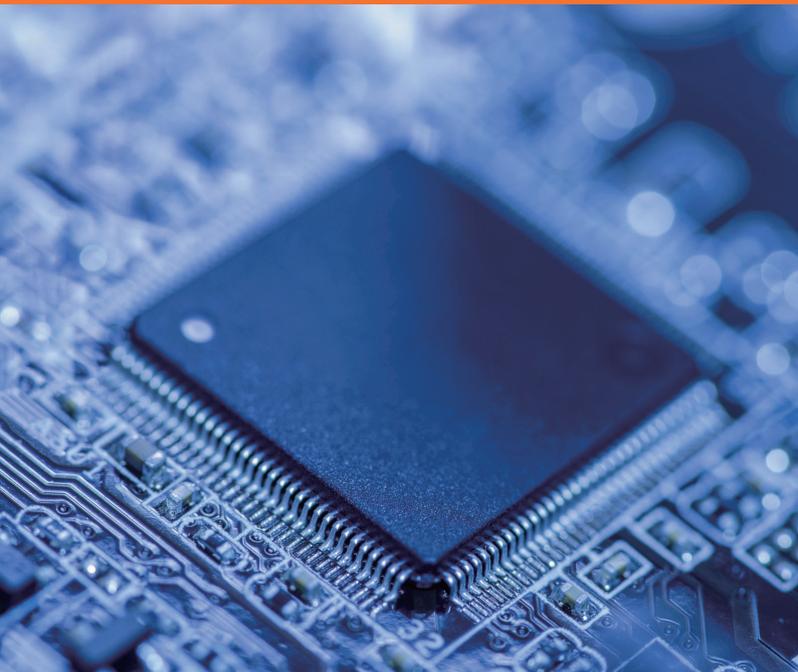
- Infrastructure & Mobility
- Agriculture & Nutrition
- Personal Protective Equipment
- Personal Wellbeing
- Minerals & Metal



## ENERGY & ENVIRONMENT

### Areas of Expertise

- Homes & Buildings
- Environment & Water
- Grids
- Oil & Gas
- Energy & Storage
- Distributed Energy
- Power Generation
- Critical Power



## MEASUREMENT & INSTRUMENTATION / INDUSTRIAL PROCESS CONTROL

### Areas of Expertise

- Automation
- Process
- Welding
- Sensors & Instrumentation
- IIoT
- Power Transmission
- Mechanical & General Purpose Test
- Communication Test
- Automatic Identification & Data Capture
- Analytical Instrumentation
- Communication Test
- Semiconductors
- Electronic Devices

## Intelligence Specialty Solutions

Frost & Sullivan has several intelligence specialty areas that provide a broad range of intelligence that helps clients navigate dynamic market changes with an eye toward growth and expansion for future success. Our goal, as futurists and advisors, is to identify opportunities in markets that our clients may not yet be aware of to help experience exponential growth.



## BUSINESS & FINANCIAL SERVICES

Increasing regulatory oversight and the digital economy are changing customer expectations and reconfiguring the financial services industry. Frost & Sullivan's Business & Financial Services group helps clients make sense of global trends and regional developments in the financial services sector; including M&A activity and financial assessment trends, while providing consultative support to financial services clients as well as government agencies, universities, and research laboratories.



## VISIONARY INNOVATION GROUP

Frost & Sullivan's Visionary Innovation Group provides actionable and value-focused insights on how transformative developments will impact future markets and the world in which we will live. A thought leader in global future trends, the Visionary Innovation Group has built its expertise understanding early warning signals that provide global companies insurance in the form of contingency planning for the future.

## TECHVISION

The TechVision group offers strategic services that include a continuous flow of forward-looking intelligence on emerging technologies and new-age innovations, interactivity with technology and industry experts, bespoke strategy consulting on technology investments, roadmaps, IP landscapes, and executive workshops for innovation and R&D leadership teams. These services empower users with ideas and strategies to leverage disruptive technologies and innovations to drive transformational growth of their organizations.



# A USER EXPERIENCE UNLIKE ANY OTHER

## Quicker. Faster. Smarter.



### Artificial Intelligence

We live in a data-driven world; however, finding data does not always equate to finding the right answers. Frost & Sullivan's member portal goes beyond its library of data to deliver predictions and recommendations based on unique areas of interest and historical search trends. Built on state-of-the-art artificial intelligence, users benefit from the advanced filtering features as well as an intuitive portal that guides you toward recommended and trending research to impact your success.



### Data at Your Fingertips

The member portal is designed for a mobile-first world. Quickly and easily access the information you seek from anywhere around the world on any type of device. From interactive Tables of Contents to interactive visualization of images, graphs and charts, users can quickly and efficiently identify visual patterns to predict outcomes and make informed decisions.



### Collaborate to Maximize the Power of Mindshare

Gone are the days of working in silos. Frost & Sullivan's portal puts collaboration tools in the hands of everyone to maximize the power of community. The collaboration features allow customers to share knowledge, ask questions, circulate articles, share on social networking platforms and work together on living documents.

<b>INTERACTIVE CHARTS</b> * Clear visualization on trend analysis	<b>INTELLIGENCE HIGHLIGHTS</b> * Driven by analysts within research	<b>CREATE CUSTOM PDFS</b> Place any section of research into the vault and export as a PDF	<b>ARTIFICIAL INTELLIGENCE</b> To help find answers more quickly and easily	<b>PRIVATE ANALYST INTERACTION</b> Interact with research experts to find the answers you seek
<b>ENRICHMENT VIDEOS</b> * Your guide to industry insights from leading analysts	<b>INTERACTIVE FORECASTING</b> * Create models and predict outcomes for changing markets	<b>SPEECH TO TEXT</b> Just ask and the audio voice conversion will help you find the answers you seek	<b>DATA AT YOUR FINGERTIPS</b> To power progress and accelerate growth	<b>MINDSHARE OPPORTUNITIES</b> Through analyst interactions, think tanks and learning opportunities

\*In development



Is your organization prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies?

We can help!

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