



INDUSTRIAL

Supporting you every step of the way as you build, compete, and grow in various markets around the world.

Global industrial investments are being driven by unprecedented levels of development in emerging markets, brownfield requirements coming from the upgrade of ageing industrial infrastructure in developed markets, and growing demand for efficient, environmentally friendly technologies to help conserve the depleting natural resources.

Ipsos Business Consulting

Build · Compete · Grow

Ipsos Business Consulting's specialist industrial practice delivers 20 years of expertise from a network of consultants which covers more than 90% of the sector globally.

WELCOME TO THE INDUSTRIAL SECTOR

Ipsos Business Consulting established the practice in the 1990s. Since then we have expanded our services to offer a wide range of consulting and market research solutions for the industrial sector. The practice, which has a track record of over 1,000 engagements in more than 80 countries, provides commercial and government organizations with industry leading counsel from a unique team of consultants and market researchers based across a network of offices, which spans 88 countries and five continents.

HOW WE CAN SUPPORT YOU

Ipsos Business Consulting develops practical solutions to build, compete and grow your operations, whether you are expanding within an existing market or entering new territories. Our proven methodologies provide you with a full range of services ranging from market sizing and growth forecasts in emerging markets to complex multinational value-chain analysis.

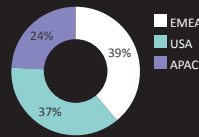
HOW IPSOS BUSINESS CONSULTING ASSISTS INDUSTRIAL CLIENTS

- 1) Business Unit Strategy :**
Re-aligning your business strategies with changing market conditions
- 2) Competitive Intelligence :**
Assessing current and emerging competitive threats within your chosen markets
- 3) Go-to-Market :**
Market entry strategies that suit your business model and target customers

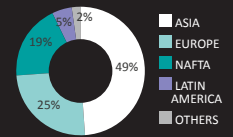
- 4) Innovation Scouting :**
Identifying new market opportunities or business concepts that will grow your business
- 5) Sales & Marketing :**
Developing customised strategies to tackle your business' market-related issues
- 6) Partner Evaluation :**
Robust commercial diligence service to help you find the best business partner

GLOBAL INDUSTRIAL BUSINESS PREDICTED TO REACH USD 7 TRILLION BY 2018 FROM THE CURRENT USD 4.3 TRILLION AT A CAGR OF 10%

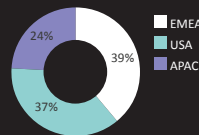
Industrial Automation
Global Market Size, 2013
(USD ~69.5 Billion)



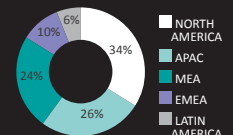
Chemical Industry
Global Market Size, 2013
(USD ~3.1 Trillion)



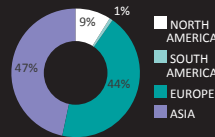
Engines & Components
Global Market Size, 2013
(USD ~400 Billion)



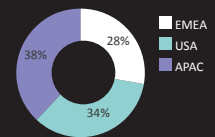
Security & Access Systems
Global Market Size, 2013
(USD ~6.7 Billion)



Industrial Machine Tools
Global Market Size, 2013
(USD ~70 Billion)



Heavy Engineering
Global Market Size, 2013
(USD ~700 Billion)



INDUSTRIAL CATEGORIES WE WORK IN



Industrial Components
Valves, Pipes, Bearings



Security and Access Systems
Sensors, Locks, Cabling, Surveillance Equipment



Industrial Machine Tools
Hand held tools, Lathes, Presses



Engines and Components
Primemovers, Crankshaft, Valves, Pumps, Gearbox



Industrial Automation
SCADA, PLC systems, DCS, HMI, Sensors



Industrial Chemicals
Basic chemicals, Commodity chemicals, Polymers, Specialty chemicals



Heavy Engineering
CNC machines, Cranes, Turbines

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Visit Ipsos Business Consulting online to find out more about our global offering, including more information on our solutions, case studies, industry reports, research notes and other interesting Ipsos publications. We have 20 dedicated consulting hubs servicing clients in the 88 countries that make up the Ipsos global network. This makes us uniquely placed to help you reach out to the developed and emerging markets that interest your business.

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