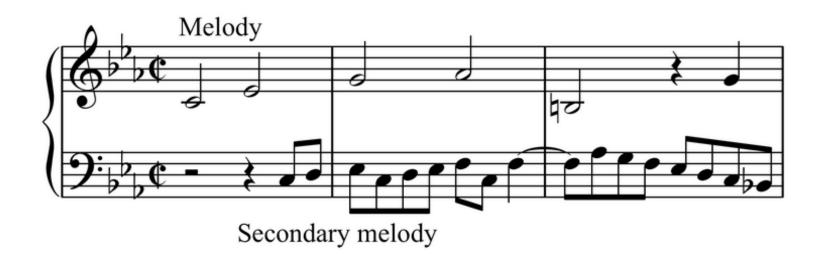
Investigate your Industry, Customers, Competitors: SECONDARY MARKET RESEARCH Via Library Databases



Roye Werner Business & Economics Librarian



Why secondary?

- Deep background and history
- Others have done the work for you
- Data-rich
- Less expensive in time and \$\$
- Wide range of perspectives



What are you looking for?

- Data, statistics
- Analysis
- Trends and projections
- More ideas

ABOUT

- Your customers
- Your industry
- Your competitors



Where can you find it?

Google can lead you to:

- Commercial market research reports
- Professional organizations, industry associations
- Survey research
- Governments
- NGO's
- Public records, patents
- Conferences, presentations, trade shows
- Company websites, catalogs, literature, investor materials
- Academic research





Where can you find it 2?

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Gartner

Which have much of the above,

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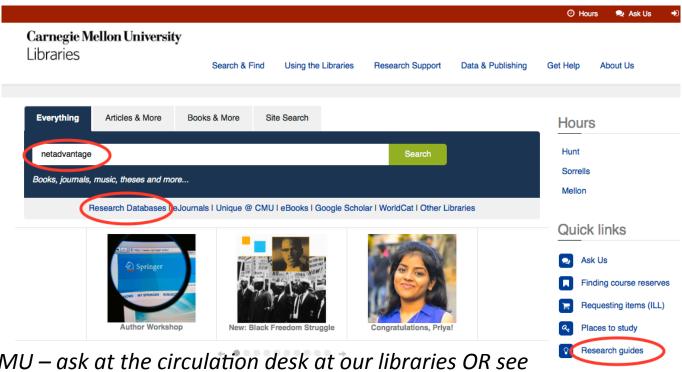




How do you get to them?

Any library web page — start at: www.library.cmu.edu

- Research databases list.
- Research guides
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• If you're not at CMU – ask at the circulation desk at our libraries OR see what your public library offers

Industry Analysis

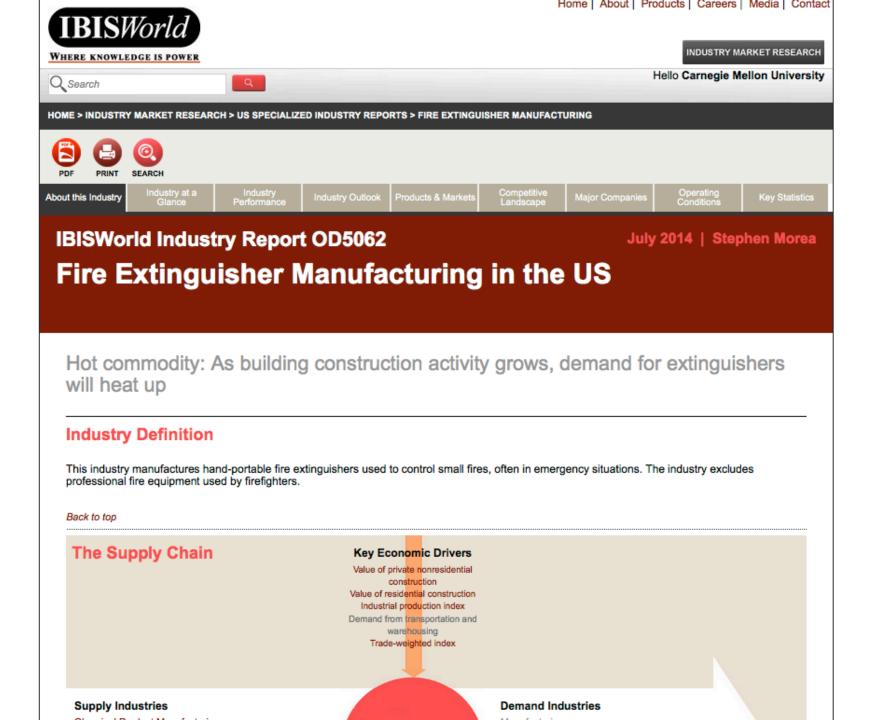
Customer Discovery

Competitor Intelligence

Databases for Industry Analysis will tell you

- Market size
- Industry performance
- Trends and projections
- Supply chain
- Barriers to entry
- Also about your customers and competitors







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| Advanced Ceramics and Nanoceramic Powders | 2014-04-30 | NAN015G |
| This report provides an overview of the various advanced ceramic and panosized ceramic powders and their corresponding production techniques | and applications. It ider | ntifies the |

technological and business issues related to the commercial production and use of advanced ceramic and nanosized ceramic powders. Market forecasts are provided through 2018.

Quantum Dots: Global Market Growth and Future Commercial Prospects

2014-04-21

NAN027D

The primary objective of this report is threefold: to assess the current state-of-the-art in synthesizing quantum dots (QDs); to identify the current market players seeking to exploit QD behavior; and to evaluate actual or potential markets in terms of application, type and projected commercial market revenues.

▶ Nanotechnology: A Realistic Market Assessment

2014-11-28

NAN031F

This BCC Research report identifies segments of the nanotechnology market with the greatest commercial potential, projects future demand in these segments, and evaluates the challenges in the near to mid-term (2014 through 2019).

Global Markets and Technologies for Nanofibers

2013-05-29

NAN043C

This report provides an updated review of the most important advances in nanofiber technology and production methods, and a detailed overview of the current market, including an objective analysis of prospects for future growth.

▶ Global Markets and Technologies for Nanofiltration

2014-06-30

NAN045B

This BCC Research report presents a current assessment of the nanofiltration industry from both a technological and market point of view, outlines future trends and key developments, delineates the current market status for nanofiltration membranes, and defines trends and presents growth forecasts through 2019. It also provides an updated review of materials and production processes of nanofiltration membranes, and identifies current and emerging applications for these products. The nanofiltration membrane market is analyzed based on the following segments: material type, configuration, application and region. An updated review of the most important advances in nanofiltration technology and fabrication methods is offered, with a focus on those technologies that will contribute to market growth during the next five years.

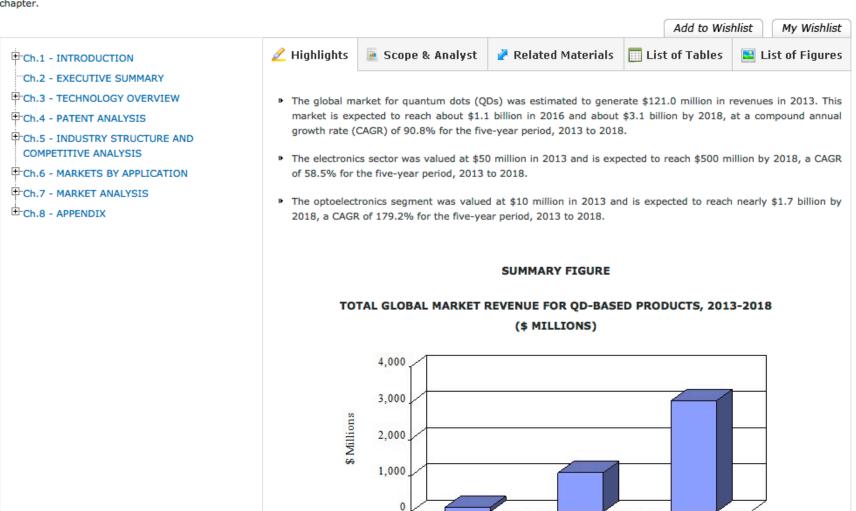


Quantum Dots: Global Market Growth and Future Commercial Prospects

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2013

2016

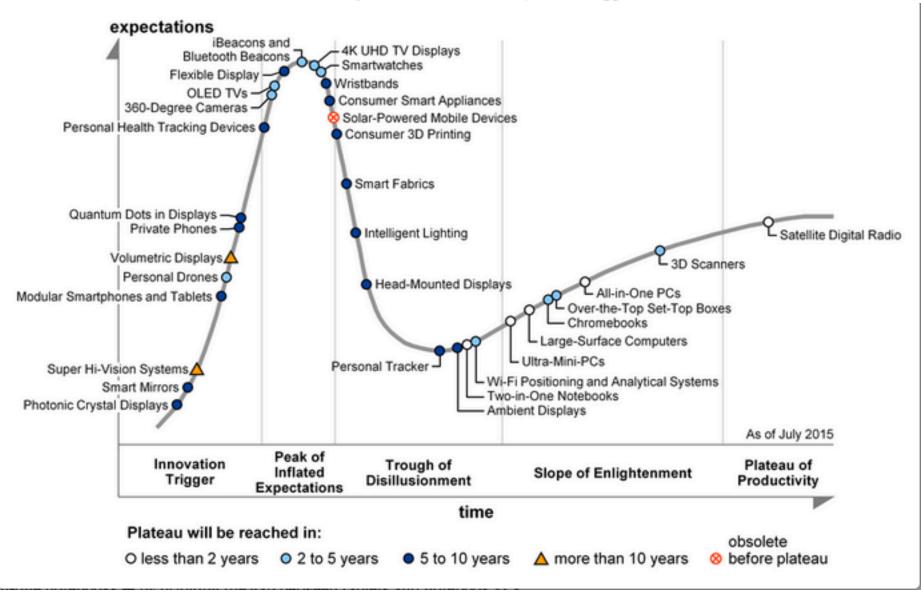
2018

Gartner

Hype Cycle for Consumer Devices, 2015

(b) 14 July 2015 (c) G00273680

Analyst(s): Meike Escherich | Rachel Chippendale



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Competitive Landscape, Regulations and Key Country Analysis to 2025

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| Power Plant Name | Fuel Type | Country | Status | |
|--|-----------|---------|--------------------|--|
| Power Plant Name | ruei Type | Country | Status | |
| Teuva I | Wind | Finland | Permitting | |
| Viiainen | Wind | Finland | Permitting | |
| Vartinoja II | Wind | Finland | Permitting | |
| SSE Xiangzhou Agricultural Solar PV Park | Solar PV | China | Under Construction | |
| Buchholz I | Wind | Germany | Partially Active | |

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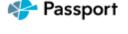
62 562 Assets

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Analysis

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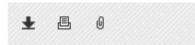


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Objectives of global briefing

Key findings

Global Market Performance

Global drinking milk products retail performance 2011 highlights

Demand for quality drives retail value sales in emerging markets

Rising raw material prices increases costs to dairy farmers

Emerging markets give upper hand to small grocery retailers

Population trends and retail performance for drinking

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Au Lait! Global Market Performance and Prospects for Drinking Milk Products

Global Briefing | 10 Apr 2012

INTRODUCTION

Scope

- 2011 figures are provisional and based on part-year estimates.
- The forecast period under review subsumes the years 2011 through to 2016, inclusive.
- Unless stated otherwise, all values expressed in this report are in US dollar terms, using a fixed 2011 exchange rate for each year. As such, any impact from currency and/or exchange rate volatility is discounted.
- All forecast data are expressed in constant terms; inflationary effects are discounted. Likewise, all historical data – country-specific, regional and global – are expressed in constant value terms, with any inflationary effects completely discounted.

Global Drinking
Milk Products
2011 Retail
Value: US\$162
billion

Global Drinking Milk Products 2016 Retail Value: US\$188 billion

Disclaimer

Much of the information in this briefing is of a statistical nature and, while every attempt has been made to ensure accuracy and reliability. Euromonitor international cannot be held responsible for omissions or errors.

Figures in tables and analyses are calculated from unrounded data and may not sum. Analyses found in the briefings may not totally reflect the companies' opinions, reader discretion is advised.

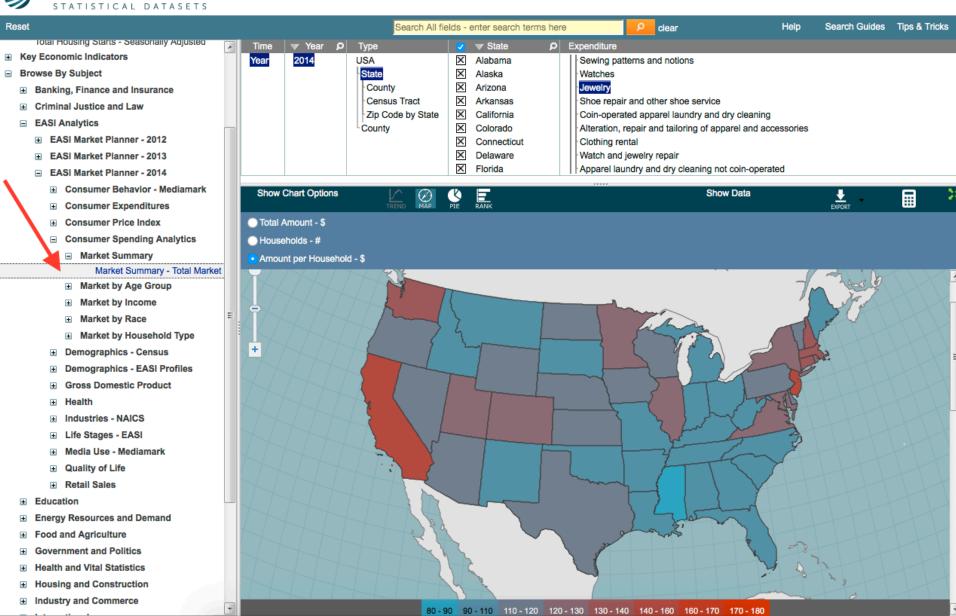
Despite its maturity, the global marketfor drinking milk products continued to grow in both retail volume and value in 2011. Consumption increased in emerging markets, supporting lobal volumes, as wealthier consumers switched from unprocessed to processed formats. Meanwhile, stronger real terms retail value growth stemmed from a mix of higher input costs and sustained consumer demand for added value. Looking ahead, a continued focus on innovation should bolster retail values and

Databases for Customer Discovery will tell you

- Demographics
- Psychographics opinions, attitudes, lifestyles
- Technographics
- How to identify, locate, and describe your potential customers

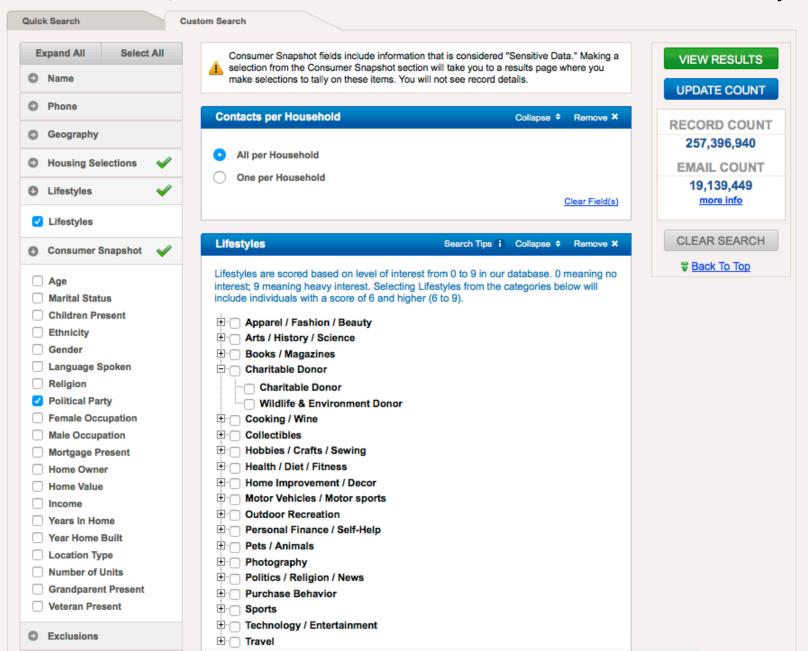






U.S. Consumers / Lifestyles Database

ReferenceUSA – US Consumers/Lifestyles



Our Services

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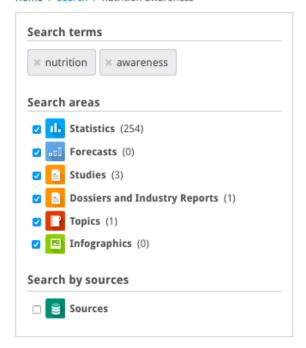
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Digital Markets

Infographics

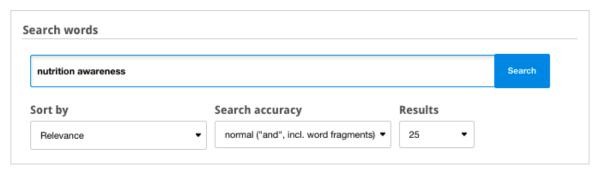
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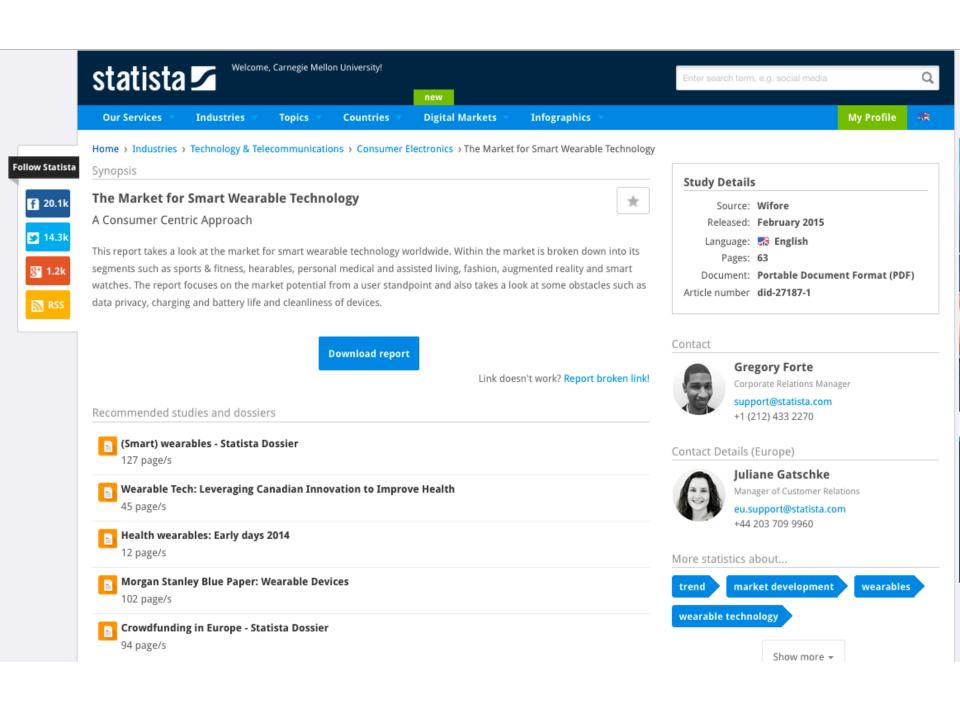
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- Food & Health Survey 2015 Study
- Leading sources of nutritional information among consumers in Canada 2014 Statistic | Leading sources of nutritional information among consumers in Canada as of November 2014
- U.S. primary supermarkets: consumers' importance of nutritional information 2013-2014 Statistic | U.S. consumers' importance of nutrition and health information available when selecting their primary grocery store in 2013 and 2014*
- Americans' attention to nutritional information on food packages 2013 Statistic | Consumers' attention to nutritional information on food packages in the United States in 2013
- U.S. consumers' views on the affect of food and nutrition on health 2011 Statistic | To what extent do you think food and nutrition play a role in maintaining or improving your health?
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Motorcycles

Best customers: Householders under age 45

Households in the West

Customer trends: Average household spending on motorcycles may increase in the years ahead as Americans

look for fuel-efficient transportation.

The biggest spenders on motorcycles are the youngest householders. Householders under age 25 spend almost four times the national average on motorcycles, and those aged 25 to 44 spend 27 to 32 percent more than average. Households in the West spend more than twice the average on motorcycles.

Average household spending on motorcycles grew 30 percent between 2000 and 2006, after adjusting for inflation. Spending then fell 13 percent between 2006 and 2010 before reversing course and climbing 2 percent between 2010 and 2012. Behind the decline was the Great Recession, which reduced spending on vehicles of all sorts. Average household spending on motorcycles may increase in the years ahead as Americans look for fuel-efficient transportation.

| Table 19.8 M | otorcycles |
|--------------|------------|
|--------------|------------|

| Total household spending Average household spends | \$6,835,415,040.00 54.94 | | |
|--|----------------------------------|----------------------|--|
| AGE OF HOUSEHOLDER | AMERICA HOUSEHOLD SPENDING | CUSTOMERS (index) | BICCEST CUSTOMERS (market share) |
| | \$54.94 | 100 | 100.0% |
| Average household | | | |
| Under age 25 | 206.68 | 376 | 24.7 |
| Aged 25 to 34 | 72.37 | 132 | 21.3 |
| Aged 35 to 44 | 69.58 | 127 | 22.0 |
| Aged 45 to 54 | 44.84 | 82 | 16.2 |
| Aged 55 to 64 | 39.80 | 72 | 13.3 |
| Aged 65 to 74 | 12.08 | 22 | 2.6 |
| Aged 75 or older | 0.00 | 0 | 0.0 |

694 BEST CUSTOMERS

Databases for Competitor Intelligence will tell you:

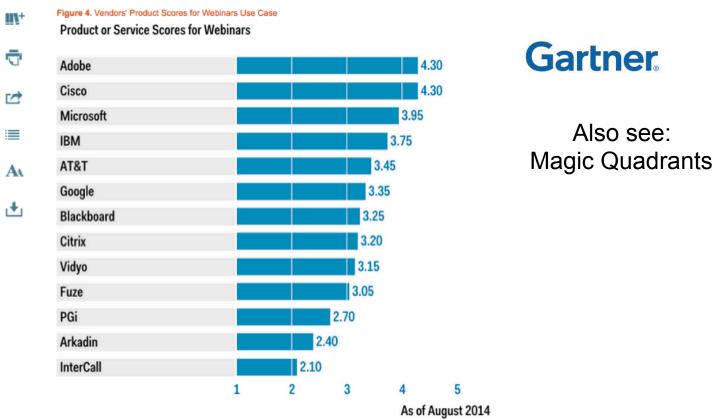
- Who are they?
- Where are they located?
- How are they doing?
- What do they offer your customers?



Private Company Advanced Search Tip: Select multiple search options while holding the Control (Windows) or Command (Mac) key and clicking the desired selection. **Keyword Search** Search company reports by keyword Reset Search → **Location & Industry Criteria** Choose Region/Location: Choose Industries: Worldwide Clear Clear Agriculture, Fishing, Forestry & Hunting United States Alabama Agricultural Services Alaska Arizona Agricultural Technology Arkansas Agricultural Information Technology (Aq-It) California Colorado Sustainable Agriculture Connecticut Agriculture Farm Machinery & Support Delaware + Animal Production Livestock & Animal Food Washington D.C. or enter a location (US, CAN, UK): Find industries above by typing keyword(s)/phrase and pressing Return (City or Postal Code) Enter SIC/NAICS codes separated by a comma: SIC ▼| within 25 ▼ miles **Revenue Criteria** Choose Annual Revenues: Choose Revenue Growth Rate: 1YR Growth Rate ▼ between Between \$ and \$ % and or choose range(s) from the list below: Also Include Companies With Pre-Revenue or Unconfirmed Revenue < \$10,000,000 \$10,000,000 - \$100,000,000 \$100,000,000 - \$1,000,000,000 > \$1,000,000,000 **Employees & Ownership Criteria** Choose Total Employees: Choose Employee Growth Rate: 1YR Growth Rate ▼ between % and Between or choose range(s) from the list below: Choose Ownership Criteria: Any 0 - 100 Employees Include PE/VC-Backed Firms 100 - 1000 Employees

PrivCo

(for Startups)



Source: Gartner (January 2015)

Vendors

Adobe

The Adobe Connect platform is a premium offering that is well-suited to buyers that want a high degree of flexibility for deployment — from on-premises to managed services in the cloud. It uses a strong ecosystem of channel partners that augment the service for everything from audioconferencing to global content delivery networks. In addition, Adobe uses other parts of its portfolio, including Adobe Analytics and Adobe Experience Manager, to make Adobe Connect more capable for tracking participant engagement. Adobe Connect has an extensive collection of "pods" or modules to enhance the platform, and this, combined with its rich set of APIs, makes it one of the strongest possible offerings for enterprises interested in a high degree of customization. Adobe Connect addresses most use cases well, but, as a stand-alone offering, can sometimes be seen as a less essential option for internal collaboration for those organizations that are already licensed for Web-conferencing products they feel are good enough.

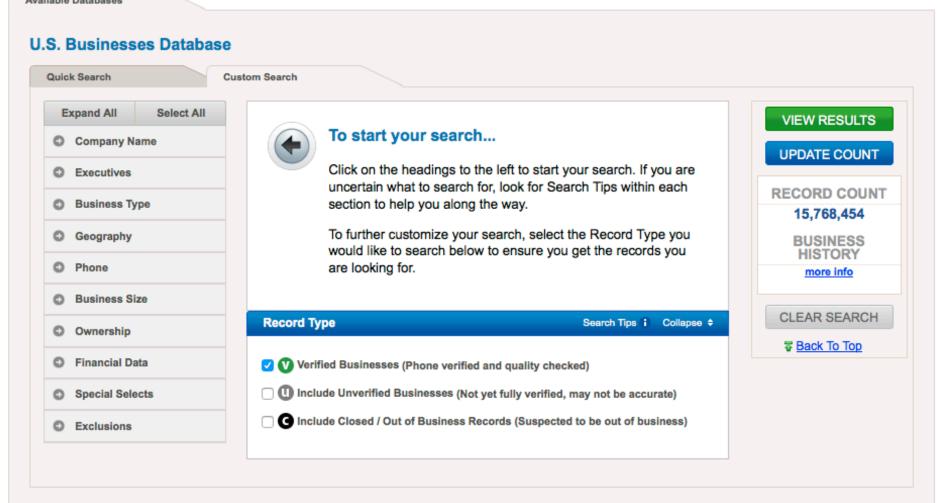
Arkadin

Like some of its competitors in the conferencing space, Arkadin offers a full complement of products to

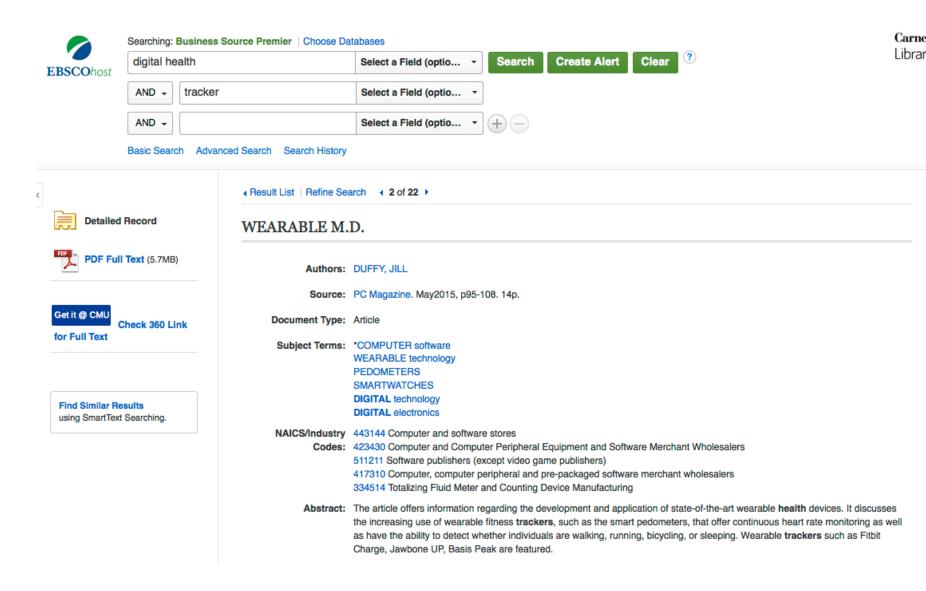
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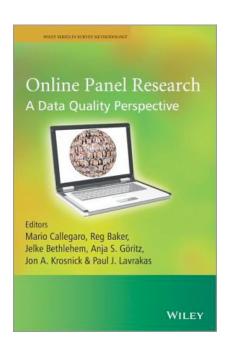
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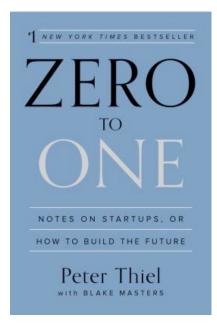


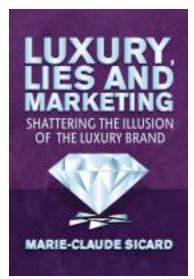
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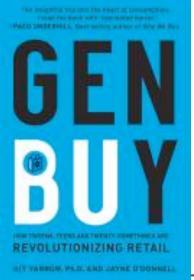
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 Robotics Business Review news, trends, research reports and top companies in the robotics business username: rbrcmu - pw; carnegie1

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has private company financials, information on private M&A deals and deal multiples, private firm valuations, venture capital fundings, private equity deals, etc. Good for locating investors and competitive intelligence.

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Market research reports for industries, specializing in advanced materials, biotechnology, chemicals, energy, healthcare, sensors, plastics, nanotechnology, and other emerging technologies - but with traditional industries as well.

Frost & Sullivan

Detailed market reports and analysis on technology aspects of many industries. (Many reports are read-only, but you can request a .pdf from rwerner@andrew.cmu.edu. For academic use only.)

Research reports on IT-related topics and companies, including analyses, opinions, trends, leading practices, and case studies, (Some reports not available.)

Thomson ONE Private Equity/Venture Capital

information on venture capital funds, private equity firms, funded companies, and their executives in the US, Europe, and Asia, as well as an analytics source for fund performance, commitments, disbursements, and statistics. NOTE: click on "Screening & Analysis" at the top. Must use Internet Explorer 11 browser, **When off campus, use the VPN, **Hard to use but valuable data,

Articles

ABI/INFORM Complete

Articles from publications on all business topics including entrepreneurship - examples: Inc. Magazine, Fast Company, Entrepreneurship Theory and Practice, Family Business Review. Valuation multiples for many industries found in First Research Industry Profiles.

Business Source Premier

More articles from business publications (many don't overlap with ABI/INFORM) - examples: Entrepreneur Magazine, Entrepreneurship: Theory and Practice, Journal of Small Business Management, Black Enterprise, Venture Capital, Journal of Business Venturing,

More key resources

US government and PA government business startup sites outlining legal requirements, government services, financing and contract opportunities, etc.

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Even more from Entrepreneurship.org

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Books and e-Books

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Business Model Generation: A Handbook for Visionaries, Game

Challengers (e-book) by Osterwalder and