# Investigate your Industry, Customer, Competitors: Secondary Market Research via Library Databases



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# 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

Basically, whether this could be "a big problem with a big market"



# 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?

But I'm going to lead you to:

## LIBRARY DATABASES

**Gartner** 

Which have much of the above,

But easier to get to And free to you









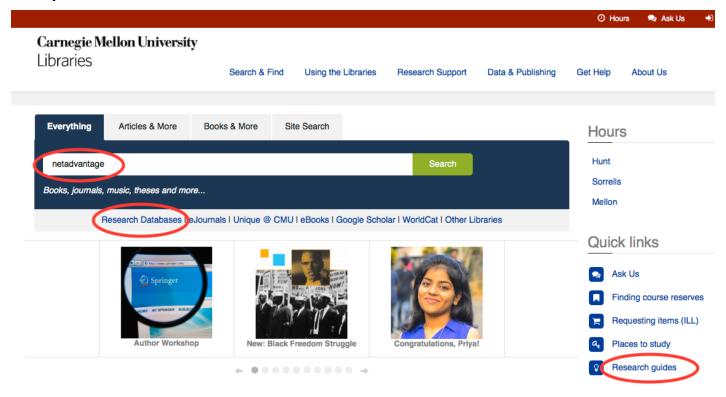




## How do you get to them?

## Any library web page — <a href="http://www.library.cmu.edu/">http://www.library.cmu.edu/</a>

- Research databases list
- Research guides
- Online catalog
- If you're not at CMU -



# **Industry Analysis**

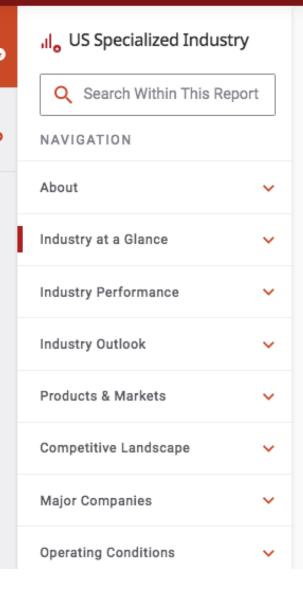
**Customer Discovery** 

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





US SPECIALIZED INDUSTRY REPORT 0D5894

## Fraud Detection Software Developers

Report by: Dan Cook | December 2018

### Industry at a Glance

### **Key Statistics Snapshot**

Total Revenue in 2018

\$6.3bn

Annual Growth 2013-2018

18.5%

Annual Growth 2018-2023

10.1%

Profit Margin in 2018

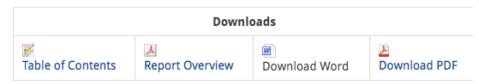


35.1%

**Key Trends** 

### Artificial Intelligence (AI) Hardware: Global Markets

Category: Instrumentation and Sensors						
Report Code: IAS152A	Published: Nov 2019	Pages: 65				



Note: Clicking on the chapter titles will display the entire chapter. If you would like to read the chapter content by each subtopic, then click on the + sign next to each chapter.

Keyword: artificial intelligence - (71 Results found)

The Ch.1 - Introduction (2)

Ch.2 - Summary and Highlights (9)

+Ch.3 - Market and Technology Background (27)

PCh.4 - AI Hardware Market (27)

Introduction (4)

"Market Analysis by Technology Type (3)

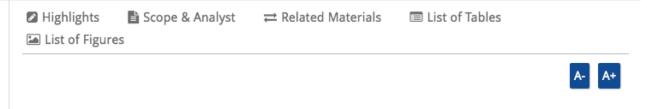
Market Analysis by Computation Type

"Market Analysis by End Use (20)

"Market Analysis by Region

+Ch.5 - Competitive Landscape (1)





### Market Analysis by Technology Type

⟨ Previous | Next >

Add to Wishlist

My Wishlist

Machine Learning is a branch of artificial intelligence that allows computer systems to learn directly from examples, data and experience. The functionality of machine learning helps software to perform any task without the need for any explicit programming or rules. In recent years, some of the developments in machine learning have raised the scope of their application across different industry verticals. The increasing availability of data across industries such as banking, healthcare, retail, telecommunication and others has enabled the systems used in these industries to be trained across a large pool of examples.

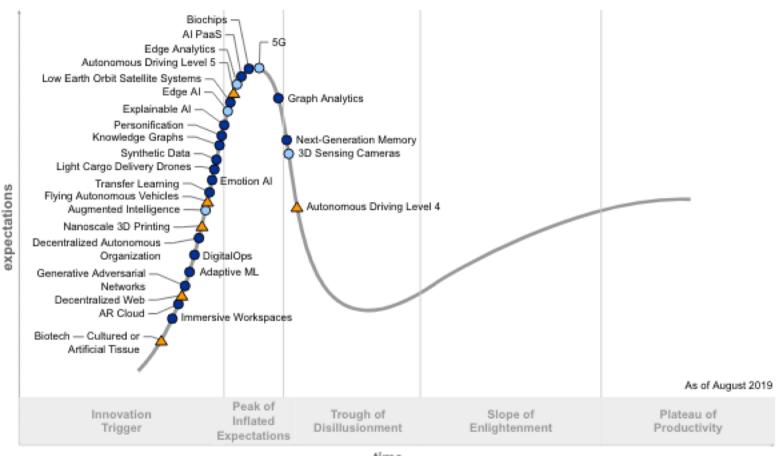
The market for machine learning is growing at a significant rate driven largely by factors such as increasing computing power, increasing availability of big data for learning and prediction, improvements in machine learning algorithms and increasing usage of clouds for data storage. However, factors such as the shortage of skilled labor and the use of machine learning by hackers inhibit the market growth for machine learning.

Deep learning is a subset of machine learning that has gained significant attention over the last few years due to its ability to solve hard and large-scale problems in areas such as speech recognition, natural language processing and image classification. Deep learning is a refined version of artificial neural networks. This technology largely emulates the human brain by learning and solving complex problems. The application of deep learning in enterprises is currently at a nascent stage. Around the globe, many researchers and academics have developed platforms that are not currently business-user friendly. These platforms take considerable time



# Hype Cycle for Emerging Technologies, 2019

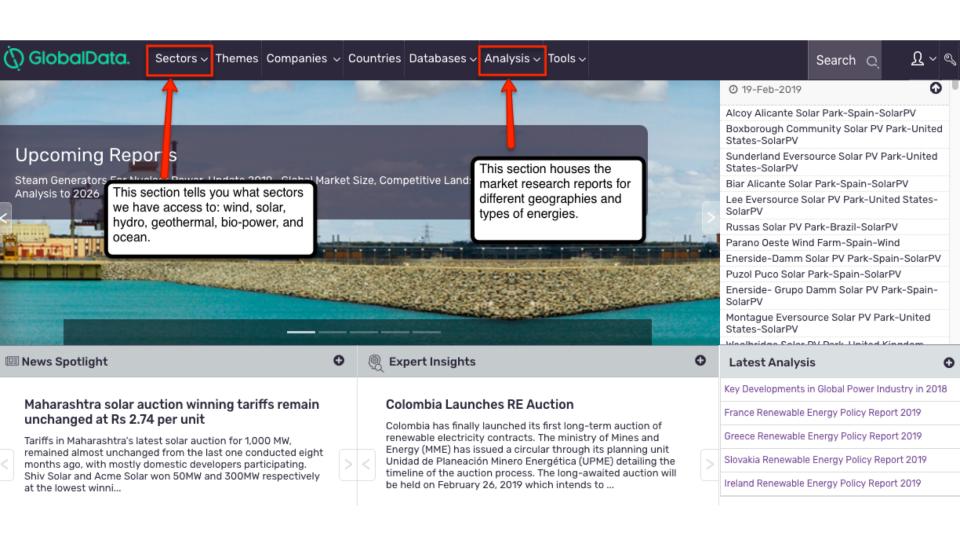
## Interactive Hype Cycle



time

Plateau will be reached:

O less than 2 years O 2 to 5 years 5 to 10 years A more than 10 years O obsolete before plateau

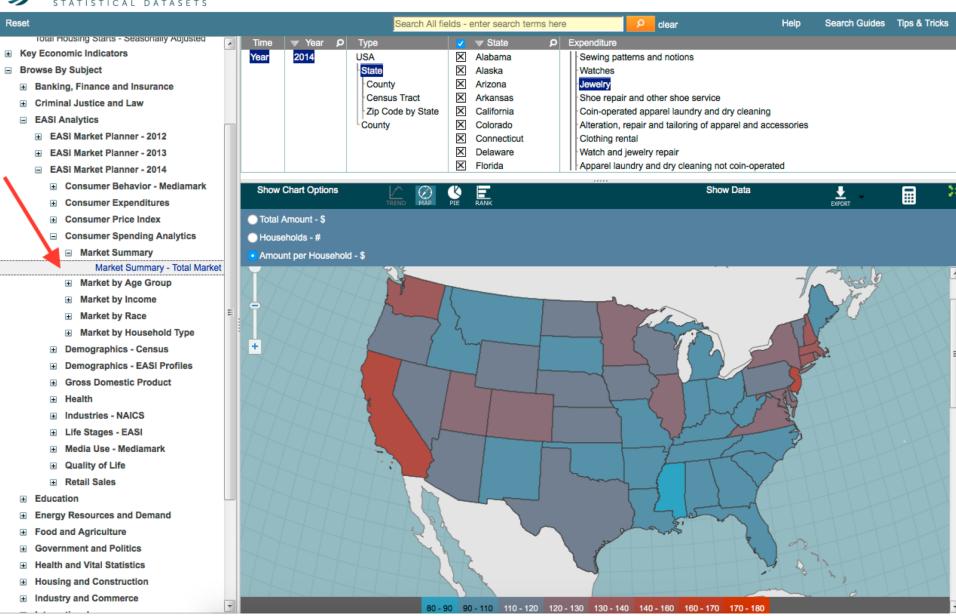


# Databases for Customer Discovery will tell you

- Demographics
- Psychographics opinions, attitudes, lifestyles
- Technographics role of technology in consumer's lives
- How to identify, locate, and describe your potential customers

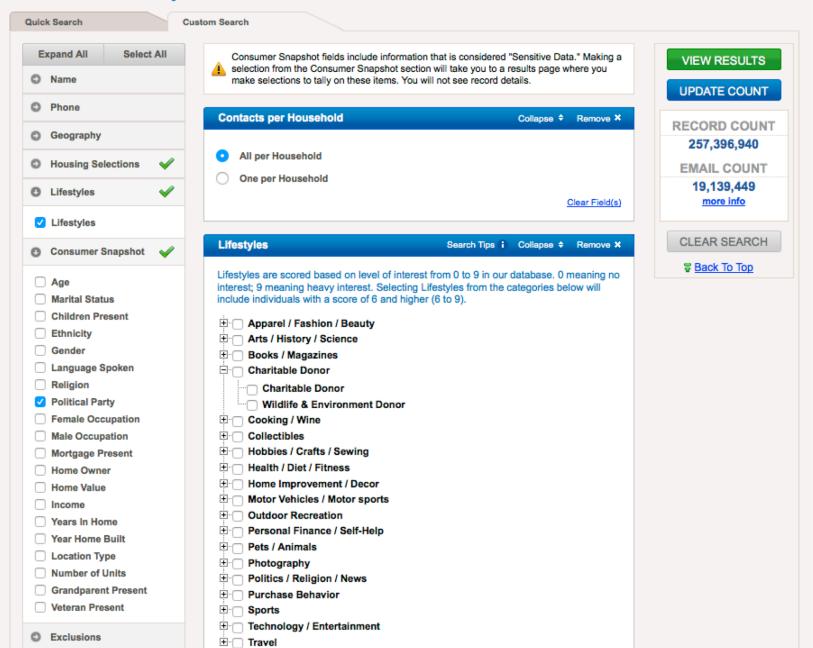


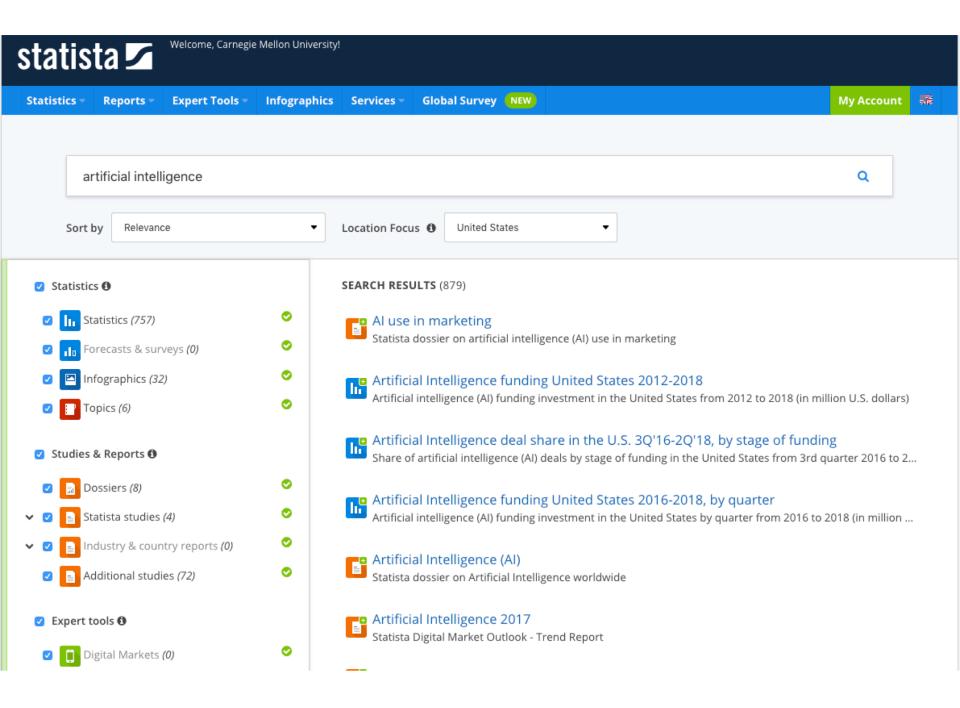




## ReferenceUSA – US Consumers/Lifestyles

### U.S. Consumers / Lifestyles Database





# Databases for Competitor Intelligence will tell you:

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



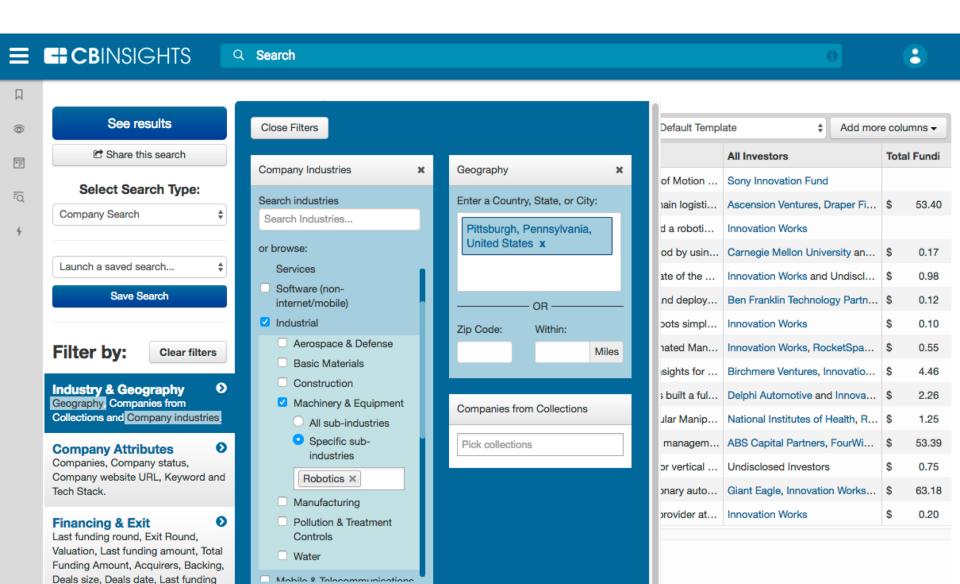


## for <u>startups</u>

Q Search by company name or keyword

@

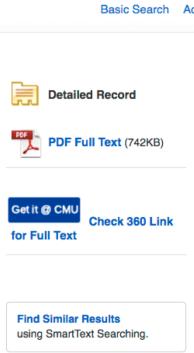
Companies		Search Results — 2398 results.						
Search Term			Name \$	State \$	Revenue \$	CAGR (1yr	CAGR (3y	Industry \$
Locations  Pittsburgh, PA ×		1047	Pennsylva	\$2.0 MM			Professio	
		<b>113</b> I	Pennsylva	\$3.0 MM			Consulting	
		1211,	Pennsylva	\$1.0 MM			Business	
Commercial Services &	Commercial Services &		<b>Ⅲ</b> 18 K	Pennsylva	\$14.4 MM	2.9%		Commerci
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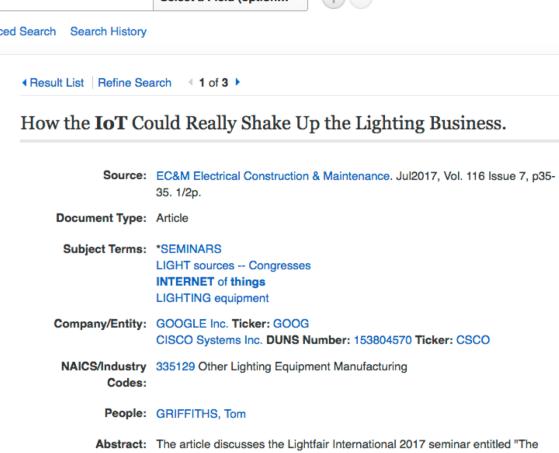


### Business Source Premier – news and journal database



Searching: Business Source Premier   Choose Da	tabases		
internet of things OR iot	Select a Field (option ▼	Search	Create Alert
AND ▼ competitors	Select a Field (option ▼	Clear	
AND ▼	Select a Field (option ▼	+-	
Basic Search Advanced Search Search History			

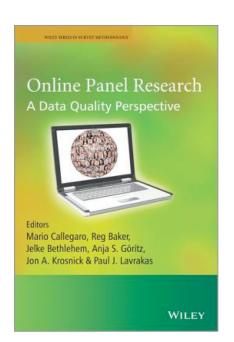


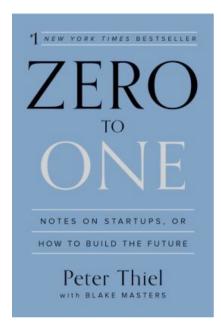


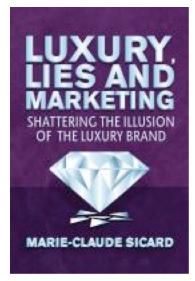
Shotgun Marriage of Lighting, Integrated Controls and the IoT" presented by Tom Griffiths of Sensor Driven Lighting. It states that the seminar outlined the impact of the internet of things (IoT) on the lighting business. It mentions the

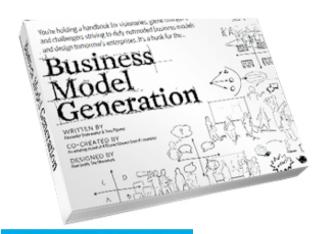
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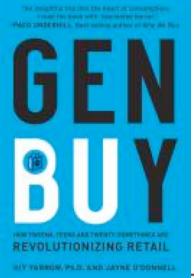
## Books and e-Books













# Guide to Entrepreneurship Research at CMU

## guides.library.cmu.edu/entrepreneurship

Entrepreneurship: STARTUP

Search this Guide

Search

**STARTUP** 

INDUSTRY BACKGROUND

CUSTOMERS COMPETITORS

**FINANCIALS** 

**PLAN YOUR BUSINESS** 

FUNDING

**PATENTS** 

Tepper library page

### INDEX

- INDUSTRY BACKGROUND
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- PLAN YOUR BUSINESS
- FUNDING
- PATENTS

### TRENDSPOTTING and IDEA GENERATION

## NO YATION N

- Entrepreneur's business idea trends
- · What's being invented now?
- What are people searching for?
- · Whither the social media universe?
- What student business plans are competing?
- What are the top consumer trends for 2016?
- What are the top industries for startups?
- · What's needed abroad?
- · What is the US Government buying?

### Some key databases for entrepreneurship research

### PrivCo

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.

### CB Insights

A comprehensive global database of private companies and investors activities. Contains advanced searches for private companies, investors, and deals information (especially private equity and venture capital). Also great for news on emerging markets. An excellent resource for startups and entrepreneurship research. (NOTE: You must create an account using your CMU email).

### MarketLine (previously Datamonitor)

Reports on companies and industries. Also a financial deals section that gives information on VC, M&A, etc. "Ask and Analyst" support as well.

#### BCC Research

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. **NOTE**: When off-campus, use VPN access.

#### 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 rsplenda@andrew.cmu.edu. For academic use only.)

### · Gartner Core Research

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 (formerly VentureXpert)
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.

### Contact the CMU SCE team for entrepreneurship support

Swartz Center for Entrepreneurship

### Contact the Business Librarian for Help



Ryan Splenda

Email

Contact: 109C Hunt Library



# Questions??

