

## IBISWorld for Consultants

“IBISWorld is the first place I go for research ... especially for information on middle market and niche industries that just doesn’t exist anywhere else”

Siemens

IBISWorld provides industry intelligence that analyzes the business operating risks and opportunities in 700 U.S. industries.

Each industry report provides the most detailed performance data and analysis on the market; supply chain information; forecasts; risk scores; operating strengths and weaknesses; analysis of external drivers; major player market strategies; and industry profit and costs benchmarks.

Our reports are published at the 5-digit level of the North American Industry Classification System (NAICS)

IBISWorld is an online industry solution. Reports are updated three times per year on average and are available in three user-preferred lengths: 4-page iExpert Summaries, Industry Reports of 40-pages and 20-page Risk Rating Reports. Our Strategic Database covers all reports to give you a “bird’s-eye” view of the economy. Report data and analysis can be downloaded as value-added content for your presentations.

IBISWorld’s extensive report collection has the answers that cut hours from first-stage project research, help you identify and win new business and deliver client-relevant messages that strengthen existing relationships.

### Know Your Client’s Product

Understand how a product or service behaves in the ‘real world’. Reports show the total size of the market for a good or service, substitutes and the industry supply chain connections that get a product to market. See international trade data and globalization trends.

### Know Your Client’s Customers

Determine why a customer buys a product. IBISWorld reports segment consumer demographics and analyze the affect of key external drivers, such as the economic, demographic and consumer factors that influence industry growth.

### Know Your Client’s Competitors

Review the competitive landscape of an industry - and substitute industries - to benchmark your clients against competitors and industry best practice.

IBISWorld presents key success factors - the strategic tactics that make a firm world’s best practice. Unrealized key success factors present opportunities for revenue and profit growth.

### Develop Your Own Business

Direct partners and Business Development towards industries that require the services of consultants, such as those that are: growing or declining quickly, facing company consolidation, or experiencing changing regulations, globalization, taxation or technology.

Once in front of a prospect or client get the right tools for the job. Don’t look for a needle in a haystack online, rely on partisan, incomplete or out-of-date sources. Use IBISWorld for data and analysis to support your pitch.

Partners use our 12-month Risk Rating forecasts and analysis for risk assessment. A single numerical score helps you identify the potential risks prior to accepting a client engagement, as well as understanding the risks facing your existing client portfolio.

### Selected Clients

Bain  
McKinsey  
Navigant Consulting  
UHY Advisors  
TBM Consulting Group