

IBISWorld for Procurement

“IBISWorld assists in understanding the weaknesses of an industry, strengthening our negotiating position”
Hewlett Packard

“You guys get it! You understand the need for a fine level of granularity” Visa

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.

Negotiation & Meeting Intelligence

Get up to speed on industry conditions before meeting a supplier or buyer. By demonstrating in-depth knowledge of your suppliers’ industry, you gain instant credibility and trust leading to strength in negotiations and value creation for you and your supply chain partners.

For time-poor readers, our Executive Summaries, which are based on the full report, provide information fast. Part of the content is presented as negotiation-situation Q&A that allows you to gauge the strategic position of a supplier.

Supply Chains

See the supply chain for 700 industries. Use key statistics to work out major player market share and strategies.

Average company size and industry concentration help explain bargaining dynamics and market power. Our 5-year revenue and profit forecasts show you where a buyer and supplier are headed and explain why. Determine the influence, benefits and risks of using overseas suppliers and learn where suppliers are geographically located in the U.S. in order to target competitive areas for lower pricing.

Supplier & Buyer Review

Now more than ever your firm must be selective about its suppliers and aware of the risks facing key buyers. Ensure that you are working with companies that meet industry best practices. Our forward-looking Risk Ratings and revenue forecasts help you identify any “rotten teeth” in your supply chain. Our risk scores form part of the procurement process in many major organizations.

Proactive clients frequently review trade credits, tightening terms for high risk and volatile industries where cash flow problems are more prevalent. They are able to improve terms, and therefore strengthen relationships, for buyers operating in stable industries.

International Coverage

We offer nearly 200 China industry reports, an established collection of 500 Australian and 200 U.K. industry reports that follow the same user-friendly format as the U.S. equivalent.

The global economy presents unique threats and opportunities. IBISWorld authors 70 Global reports that contain all the ingredients you love: statistics and easy-to-digest analysis. For your convenience, reports are structured in the same way as the U.S. collection.

Selected Clients

Caterpillar
Graphic Packaging International
Hewlett Packard
Honeywell
Patterson Air Force Base
Pfizer