

F R O S T & S U L L I V A N

University Partnership Program
By
Frost and Sullivan

Providing world-class educational experience

Brochure Coverage



1. Market Engineering Research



2. Technology Research

3. Mega Trends Research



Research Partnership Program

4. Emerging Markets / Econometrics



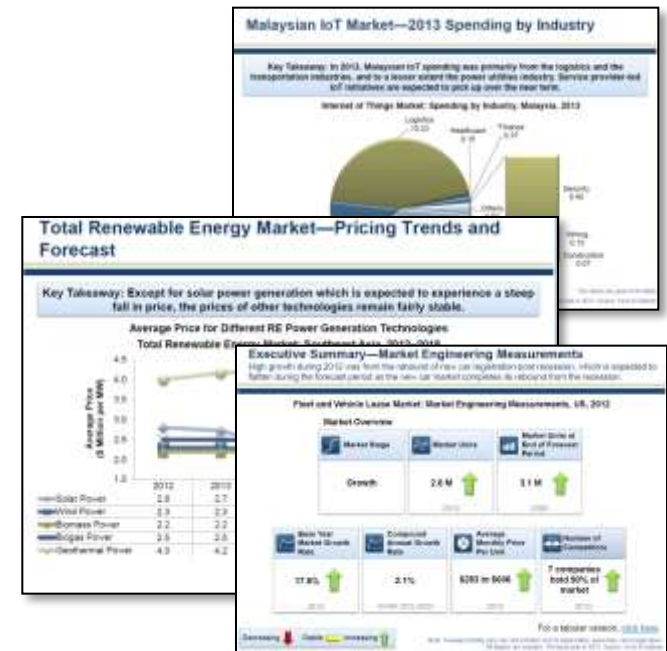
1. Market Engineering Research – across these industries



Our Market Research covers:

- Global, regional and country market forecasts
- Market drivers and restraints
- Market opportunities and challenges
- Companies to watch (analysis)
- End-user and customer perspective/preference/needs analysis
- Pricing Trend Analysis
- Success Stories / Case Studies

This is critical for students/academia to understand global markets; as well as for researchers to align their innovation with market forces



Frost also look into where each industry converge with each other creating new business models, services, technologies and opportunities

Examples of Convergence Topics

- Smart Cities
- Connected Living
- Connected Health
- Internet of Things

No other company covers as many industries as well as look into Industry Convergence as widely as Frost.

*“*As industries converge and seemingly unrelated businesses suddenly become rivals, students/academics/researchers/ managers must understand the new challenges, opportunities and the mid to long-term implications”.*

2a. Technology Research

Across 9 technology cluster



Technology Research helps enhance your Technology Incubation & Technology Transfer:

- Identify and analyze emerging and disruptive technologies; existing and potential applications
- Track the growth of new and incumbent technologies
- Identify complementary processes, materials, devices, systems
- Advice on managing R&D Portfolio and Intellectual Property
- Identify and contact potential R&D partners
- Track funding of technologies
- Competitive Scenario, Stakeholder interest, emerging regulations and standards



2b. Technology Research

Our Technology Research also produces Tech Vision, a collection of top 50 emerging and disruptive technologies spread across 9 technology clusters.

These technologies have the most potential for mass commercialization with the widest impact. We provide in depth perspective on the technology roadmap, technology stakeholders for each.



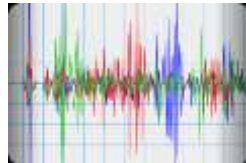
2c. Technology Research

How Frost came up with the top technologies

Year of Impact



Intensity of Impact



Innovation Index Score



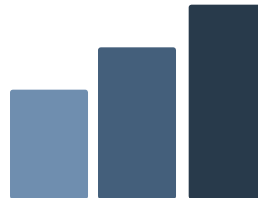
IP Activity



Funding



Market Potential



Global Footprint



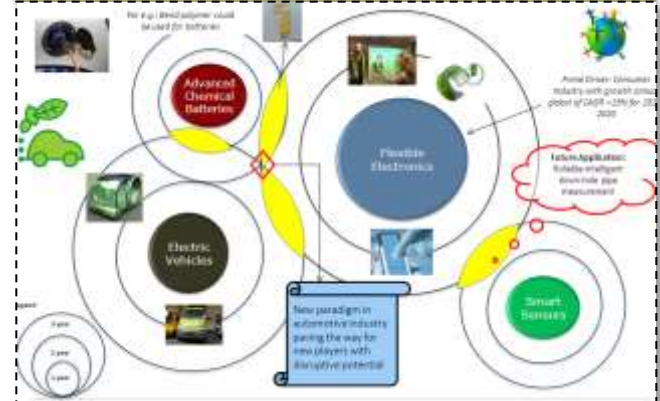
Megatrend Impact



Industry/Application Impact



Example 1: Interactive Augmented Reality Enabled Predictive Plant Monitoring
Verticals Impacted: Electronics, ICT, Environmental Building Technologies
Year OF Impact: 2019



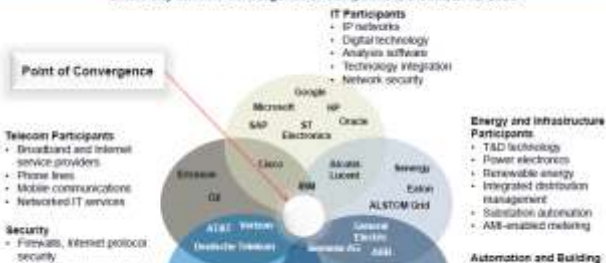
Example 4 : Impact of Flexible Electronics
Verticals Impacted: Chemicals/Materials, Automotive, Energy, Aerospace
Year OF Impact: 2018

3. Mega Trends Research

Executive Summary—Smart Convergence

Companies in the smart city space will not only partner and converge among themselves to offer 'smart' capabilities but would also start converging with different participants in the ecosystem.

Smart City Market: Convergence of Competition, Global, 2012–2025



Executive Summary—Connected Living: Breakdown by Segments

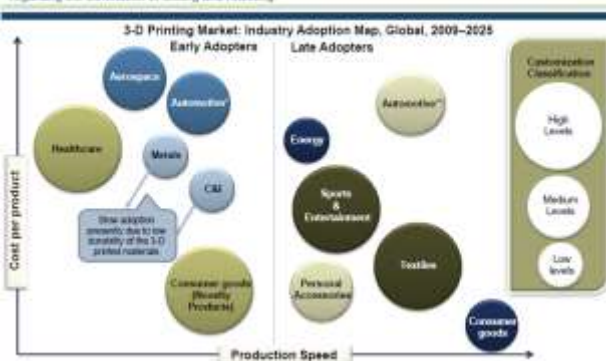
Connected city leads with an estimated market potential of \$392.20 billion by 2020, smart governance and education services will contribute 50% of growth in this segment.

Connected Living Market: Market Size Breakdown by Segments, Global, 2012 and 2020

Market Segments (\$ Billion)	2012	2020
Health	3.48	20.11
Media and entertainment	21.1	78.9
Energy	3.35	8.61
Automation and control	2.76	5.41
Connected Home Total	20.69	111.03
Communication*	26.2	73.10

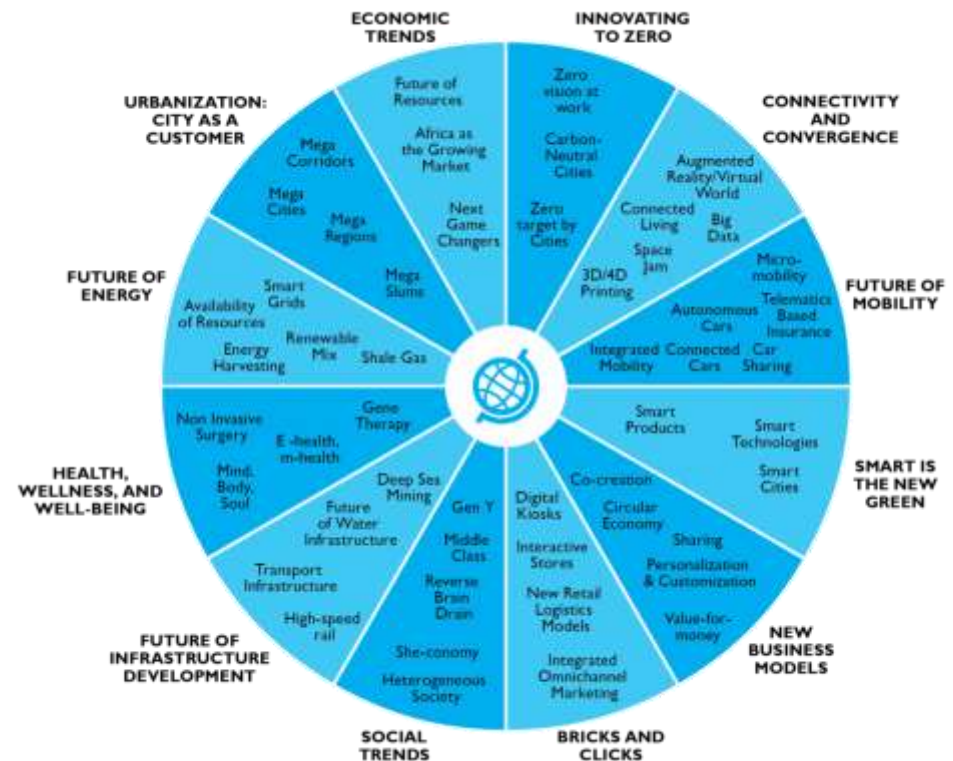
3-D Printing Industry Adoption Map

Aerospace and Automotive are the early adopters of 3-D printing technology due to the high cost saving regarding the elimination of tooling and retooling.



It is essential to innovate with Mega Trends and highly compelling not just for TTOs and researchers, but also for students and academia – to understand mega trends and apply it to

Our Mega Trends Universe



4. Emerging Markets / Econometrics Research

Emerging Markets Research

Focuses on developments of specific countries and their growth sectors, as well as macro economic, political and regulatory outlook. Economic databases of countries and industries are also available.

Highly relevant for student and academics and TTO research needs.



Sample Client Testimonials – Partnership Services

“At Inspiralia we work with a large number of complex technology and product development projects, and when we evaluate the market potential and elaborate the technology development and commercialization strategies, the reports from Frost & Sullivan are a key source of credible information. Our partnership with Frost & Sullivan gives us an edge over our competitors and has been an important factor in the success and growth of our company over the last five years. - **Inspiralia** (*Technology Commercialization Director*)

Universities work relentlessly for a better world. No more can anyone alone be successful in research - and many of us feel a global responsibility to match the great Open Innovation offerings from our industrial partners. Together we are simply stronger: We innovate faster, we solve problems faster and now and then we create something really new for the mankind! So it's vital that we know research intensive companies better and that we have tools for matchmaking. Frost & Sullivan has been our primary source for technology insight and market trends for years. Their excellent reporting has lead us to many new partners. **University of Helsinki** (*Manager, Research Foresight and Networks*)

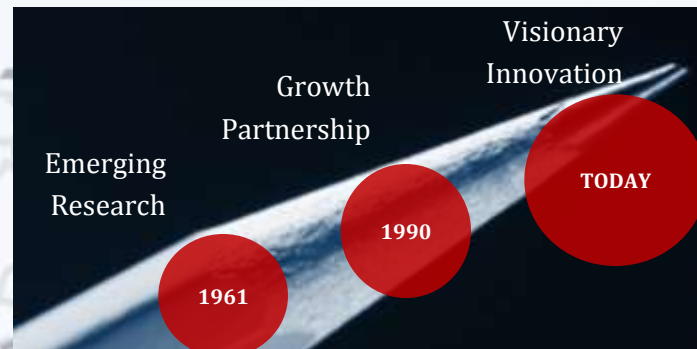
“Frost & Sullivan is an accessible and important source for our tech transfer office and allows us to qualitatively & quantitatively asses the ‘valorization’ (we rather use the term ‘valorization’ instead of ‘commercialization’ – referring to the French word ‘valoriser’) opportunities of technologies, applications & inventions developed at our university. As such, Frost & Sullivan offers a very comprehensive, complete and relevant overview of the needs, trends, market players etc.. in many technology domains.” **KU Leuven Research & Development**

About Frost & Sullivan



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Colombo	Moscow	Taipei
Detroit	New Delhi	Tel Aviv
Dubai	Oxford	Tokyo
Frankfurt	Paris	Toronto
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Istanbul	Rockville Centre	Washington D.C.

40+ Offices Monitoring for Opportunities and Challenges



From a research house/company that looks solely at standard market / technology research to one that provides analytical research across converging industries and mega trends and technology vision.
Truly partnering our clients to growth and visionary innovation.