

FROST & SULLIVAN

CORPORATE OVERVIEW

“We Accelerate Growth”

GROWTH IS THE CEO'S TOP PRIORITY

In a recent Frost & Sullivan CEO survey, 93% of CEOs surveyed consider “Growth” – sustainable growth above industry average rates as their top objective. Additionally, 80% of CEOs survey stated that they do not have confidence in their organization’s abilities to achieve their growth objectives.

There are many companies that struggle to find the information that they need to grow. Most often they do not have a growth process that provides clear and manageable steps to generate, evaluate, and implement growth strategies that deliver real results. They may not have objective market intelligence, resources, and expertise to put this marketing intelligence into clear and actionable steps, or a global perspective. Many CEOs do not have the organizational capability to achieve corporate growth due to a lack of clearly defined roles and objectives. Some companies may have a team, tasked with managing growth initiatives; however they often do not have the right collaborative processes, training or tools in place to achieve success.

Frost & Sullivan’s focus is to help companies achieve real and sustainable growth. Our market intelligence, customized growth consulting, growth strategies, and implementation support will enable CEOs and their growth teams to identify growth opportunities, effectively evaluate which have the highest probability for success, and create highly effective collaborative teams that deliver results.

Sincerely,



David Frigstad
CEO and Chairman
Frost & Sullivan



FROST & SULLIVAN

Frost & Sullivan, The Growth Partnership Company, works closely with companies and their management teams to accelerate growth and achieve best-in-class position in growth, innovation, and leadership. The company's Growth Partnership Service provides the CEO and the CEO's Growth Team with disciplined research and best practice models to drive the generation, evaluation, and implementation of powerful growth strategies. Frost & Sullivan leverages over 50 years of experience in partnering with Global 1000 companies, emerging businesses, and the investment community.

Founded in 1961, we are a global company with over 40 offices on 6 continents. Frost & Sullivan has the broadest industries coverage of any company in the world - covering 10 key industries, 35 sectors, and 300 markets. As the market leader in growth consulting we deliver a global perspective that companies need to be successful in a truly global economy.

What makes Frost & Sullivan unique?

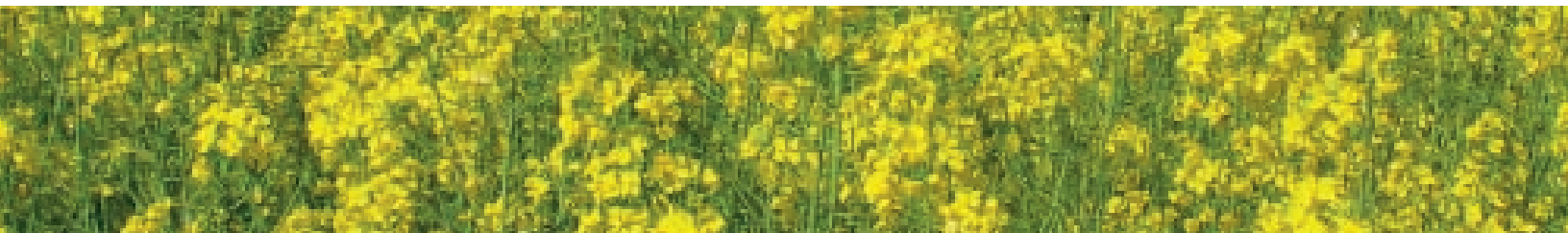
- **Focused Exclusively on Growth** – Frost & Sullivan works with clients to develop innovative growth strategies based on market intelligence, best practices and industry thought leadership.
- **Broadest Industry Coverage of any Company Globally** – Today more than ever it is essential that companies look at more than just their own industry. Economic shifts and emerging technologies are creating both competition and growth opportunities every day and successful companies must look at a number of industries and markets in which to build successful growth strategies.
- **Global Team of Analysts and Consultants** – With over 1,800 industry analysts and consultants in over 40 offices covering 80 countries, Frost & Sullivan is well positioned to ensure clients have timely understanding of global and regional industries and markets. We offer global support, coverage, and perspectives allowing clients to effectively operate in today's global marketplace.
- **Industry and Career Focus** – Frost & Sullivan understands that executives need more than just industry information; they need to capture best practices about ways to make their contribution to their companies more effective. By researching and capturing best practices, bringing together industry thought leaders with the most encompassing market intelligence, executives have all the tools and techniques to achieve both business and personal success.



- **360 Degree Perspective** – Frost & Sullivan’s proprietary approach integrates 7 key research methodologies to significantly enhance the breadth and accuracy of decision-making capabilities.
- **From Market Research to Implementation of Marketing Programs** – Building on our comprehensive research base covering market, technology, economic and customer research- Frost & Sullivan works closely with clients to create successful integrated marketing programs to enhance our clients’ brands, create powerful demand generation programs and support revenue generation programs.
- **Continuous Market Monitoring** – Frost & Sullivan produces a market information database that is considered one of the best collections of high technology information, market research, and intelligence in the world. Our leading industry analysts add to this daily from our global research offices.

Frost & Sullivan has developed unique consulting methodologies for the most successful growth strategies

Competitive Strategy	Merger & Acquisition
Customer Strategies	Product Development
Distribution Channel Optimization	Product Launch
Geographic Expansion	Strategic Partnering
Growth Sourcing (outsourcing)	Technology Strategies (licensing, applications)



GROWTH VALUE CHAIN

Frost & Sullivan divides growth into its core components and provides solutions, strategies, disciplined research, best practices and thought leadership to ensure that our clients achieve successful growth.

GENERATE:

No growth strategy will succeed without a solid pipeline of opportunities

Frost & Sullivan Solutions

Frost & Sullivan works closely with clients to create and fuel their opportunity pipeline with actionable and timely ideas based on our market intelligence and on the ground global coverage. Develop powerful growth strategies and opportunities using our research (market, technology, customer, economic), webinars, thought leadership articles, and global insights.

Offerings

Growth Partnership Services, Custom Research, Analyst Briefing (webinars), Market Insight Articles, Growth Opportunity Newsletters, Career eBulletins, Growth Strategy Consulting, Peer-to-Peer networking, CEO's 360 Degree Growth Workshop, Executive MindXchange attendance, Growth Strategy Dialogue, Direct Access to Industry Analysts

EVALUATE:

Most organizations lack the resources and market intelligence to effectively evaluate their options and reduce risk

Frost & Sullivan Solutions

Our analysts and growth consultants draw on broad industry coverage, rigorous methodologies, and global perspective to provide accurate and relevant insights that enable clients to prioritize and select those opportunities with the highest probability of success.

Offerings

Growth Partnership Services, Custom Research, CEO's 360 Degree Growth Workshop, Growth Pipeline Gap Analysis Workshop, Thought Leadership forums, Peer-to-Peer networking, Best Practices Research, Financial Benchmarking, Competitive Benchmarking, Growth Pipeline Gap Analysis, Growth Strategy Dialogue, Direct Access to Growth Consultants and Industry Analysts.

IMPLEMENT:

Implementation is the weakest link in the growth value chain

Frost & Sullivan Solutions

Frost & Sullivan solutions create an environment which fosters a culture of growth, innovation and leadership that enhances an organization's ability to successfully implement strategies, marketing campaigns and revenue enhancement programs.

Offerings

Best Practices Guidebooks, Training & Research, Growth Consulting, Growth Team Membership, Growth Excellence Matrix, Growth Coaching Retainer, GIL – Growth, Innovation & Leadership Congress, White Papers, eBroadcast (webinar), Integrated Marketing Program, Marketing Consulting, Demand Generation Marketing Support, Chairman's Series on Growth (webinar), Communities of Practice (forums), Executive MindXchange Sponsorship, Growth Diagnostic Workshop, Direct Access to Strategy Consultants.



INDUSTRIES AND MARKETS

Frost & Sullivan gives our clients visibility to the most extensive range of growth opportunities, because we have the broadest industry and market research coverage of any company globally. With over 1,800 analysts and consultants on the ground in markets around the globe - we are your global partner.

Aerospace & Defense

Civil Security / Homeland Security
Commercial Aviation
Defense
Space

Automotive & Transportation

Advanced Automotive Technologies
Automotive Aftermarket
Rail Infrastructure, Rolling Stock and Services
Transportation, Logistics and Supply Chain

Chemicals, Materials & Food

Food & Beverage Ingredients
Performance Materials
Personal Protective Equipment
Specialty Chemicals

Electronics & Security

Automatic Identification and Security (AutoID/ADC)
Electronic Devices
Surface Mount Technologies

Energy & Power Supplies

Energy & Power
Power Systems

Environment & Building Technologies

Building Management Technologies
Environmental

Industrial Automation & Process Control

Industrial Automation & Process Control
Power Transmissions

Healthcare

Clinical Diagnostics
Drug Discovery Technologies
Healthcare & Life Sciences IT
Medical Devices
Medical Imaging
Patient Monitoring
Pharmaceuticals & Biotechnology

Information & Communications Technologies

Communications Services
Contact Centers
Digital Media
Enterprise Communications
IT Services & Applications
Kiosks & Retail Systems
Mobile & Wireless Communications
Network Security
Next Generation Carrier Infrastructure
Smart Cards
Space & Communications
Unified Communications

Measurement & Instrumentation

Semiconductors
Sensors & Instrumentation
Test & Measurement



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