



IC Market Tracking®

Facility Services in Italy 2022

Company Profiles



Interactive Dashboards



Market Drivers



automatically updated



defining growth potential since 1998

more than just a report – A TOOL FOR SUCCESS!

Detecting Market Potential



GEO-Maps



Benchmarks



Strategic Workshops



on request

What Do You Get - Your Benefits at a Glance

Content of the Report

Market Data, Insights and Expertise...



MARKET ANALYSIS

- Historical market data from 2018 – 2021 for the total market development as well as
 - Service Types
 - Sub-Service Types
 - Customer Segments
- Forecasts from 2022 – 2025 for the total market as well as each analysed segment and sub-segment

COMPETITION ANALYSIS

- Market shares of the top players for 2020/21
 - Market Shares on the total market in terms of value
 - Market Shares per service types and customer segments in terms of value

MARKET DRIVERS

- Analysis of the most relevant economic data such as GDP, inflation and unemployment rate
- Continuous updates of the data



Market & Competition Analysis

Market Volume

Market Growth

Trends

Market Shares

What Do You Get - Your Benefits at a Glance

Presentation of the Data and Deliverables

Market Intelligence Tool Access and Deliverables



ONLINE-COCKPITS

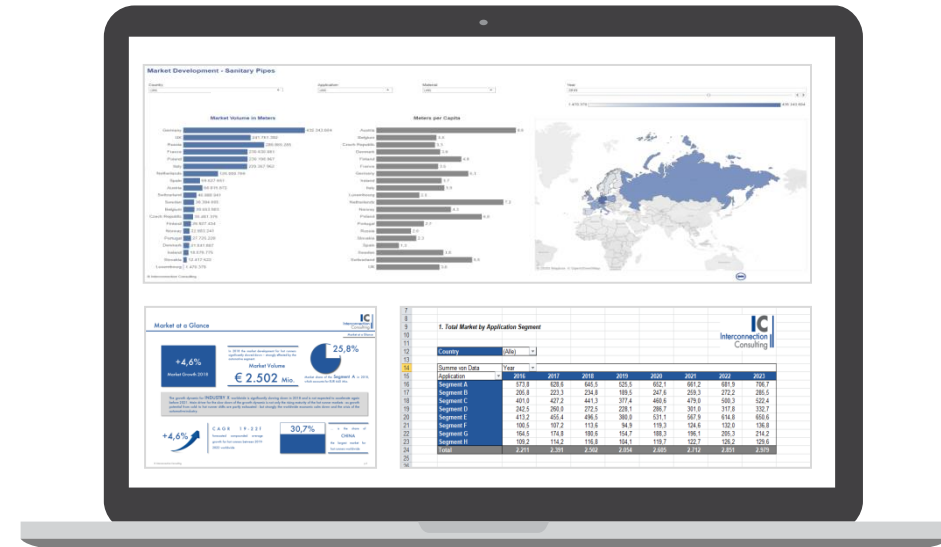
- Online Dashboard-Tool including all data of the report enabling your individual and specific analysis
- User-friendly and intuitive operation of the dashboards
- Online access to the dashboards with all devices (PC, Laptops, Smartphone, Tablet, ...) anywhere and anytime
- Download and extract of the data from the dashboards

EXECUTIVE REPORTS

- Executive report including key facts of the report and background information about forecasts, trends and the competitive landscape
- Infographics summarizing the market and providing regional comparisons and contrasts already integrated within Tableau

RAW DATA -TABLES

- Downloadable tables from MIS as xls. cvs. jpg. or other formats for your own integration
 - Graphs
 - Raw Data



Market Intelligence Tool and Reports



Online Dashboards

Executive Reports

Market Report Structure

Service & Sub-Service Types

Technical FS (Hard)	Infrastructural FS (Soft)	Entrepreneurial FS
Technical Maintenance	Cleaning / Janitorial Services	Accounting & Controlling
Control Engineering Services	Security Services	Property Management
Energy Management	Catering Services	Space Planning
Heating, Ventilation & Air Conditioning	Reception / Porter Services	Purchasing
Others	Landscape Services	Others
	Others	

Customer Segments

Industry	Retail	Transport
Commercial	Healthcare	Sports & Entertainment
Office	Government & Education	Others



For all segments, the „External Facility Services Market“ is used as a basis. However, we also provide information how big the overall total market (internal & external services) is. For each segment, we analyse the market size of the last 3 years und give a forecast for the next 3 years. In the competition analysis, we show the market shares of the largest companies for total market, as well as the most important segments. Where available, additional soft information are provided in form of commentary

Market Report Structure

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Technical FS (Hard)	Infrastructural FS (Soft)	Entrepreneurial FS
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Office	Government & Education	Others



- The report includes data by service types, sub-service types and customer segments separately as well as aggregated for the total market of facility services in Italy in terms of value.

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Definition and Demarcation

Service Types

Technical FS (Hard)	HVAC, Controls & Automation, Electrical Engineering, Energy Management, Technical Maintenance, etc.
Infrastructural FS (Soft)	Janitorial Services, Cleaning, Security, Catering, Waste Disposal, Snow Removal, Pest Control, Landscaping, etc.
Entrepreneurial FS	Controlling, Property Management, Logistics, Space Planning, etc.

Abbreviations

CAGR	Compound Annual Growth Rate over the period 2016 - 2022f
Avg. Share	Average Share over the period 2016-2022f
2019e/2022f	Estimated/Forecasted
Turnover	Turnover is stated in 1 Mio. Euros. Values are always net turnover values (not list-prices), including rebates.

Types of Agreement

Individual Contract	Contract for one individual Service
Vertical Contract	Contracts for several Services within one service group (i.e. technical)
Horizontal Contract	Contracts for 2 different service types
Complete Contract	Contract for all 3 service types

Contract Types

Internal	Own company
External	Subcontracting

The Unique Mix of Methods and Approaches for Reliable Market Analysis



SELL-IN

The analysis measures Sell-In data. Sales from the manufacturer to the first distribution partner. OEMs are not taken into account.



Survey with Manufacturers & Experts

Basis of the analysis are surveys - electronic questionnaires and telephone interviews - with the most important manufacturers as well as interviews with industry experts.



Market Calculation Model

Industry relevant market drivers are taken into account in a market calculation model to determine the total market volume and forecasts.

The strong focus on interviews within the industry is clearly our **USP**
“Only who talks with the industry knows what’s going on!”

The Market Intelligence Tool

Dashboards - The Best Way to Work with Data

A picture says more
than 1000 words

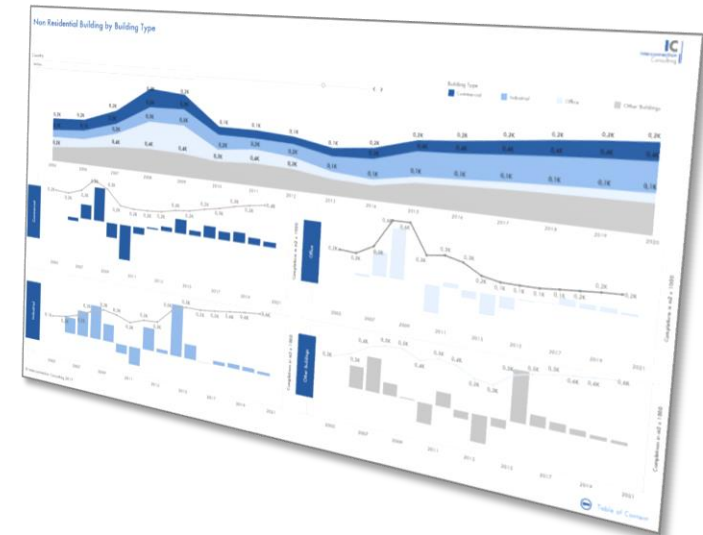
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

Interactive Dashboards

- Use interactive dashboards for quick implementation of the data, for potential estimations, for sales control, for success measurement etc.

Easy online
accessibility

- Market data are available wherever you have internet access
- You can also export the data as .jpg, .csv or .pdf file

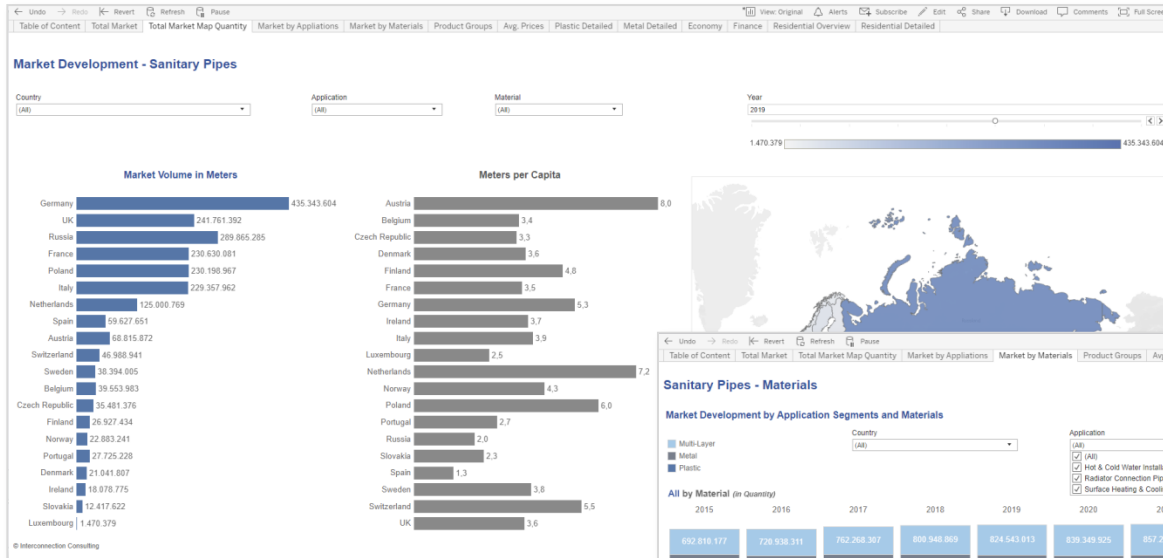


Usability of the Market Intelligence Tool

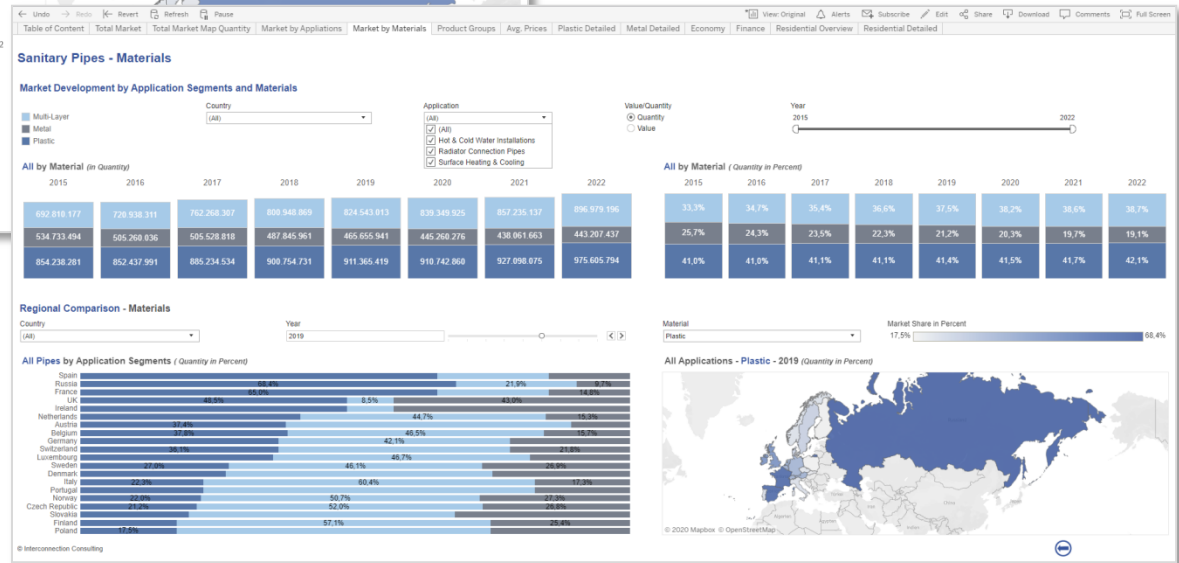
Let's Put it in a Video...



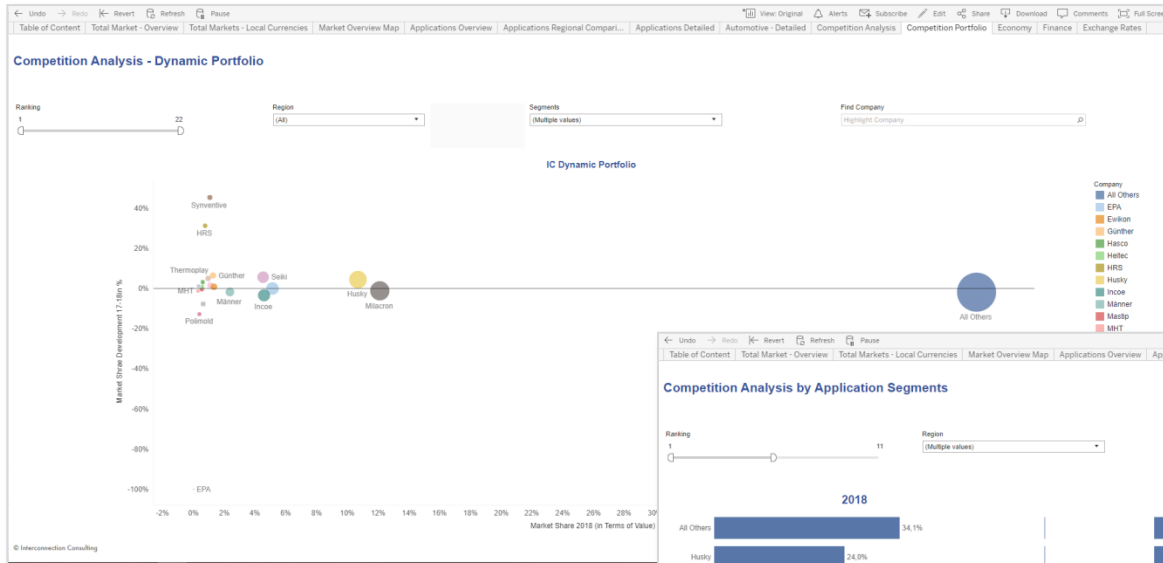
Sample Cockpits for Market Analysis Data



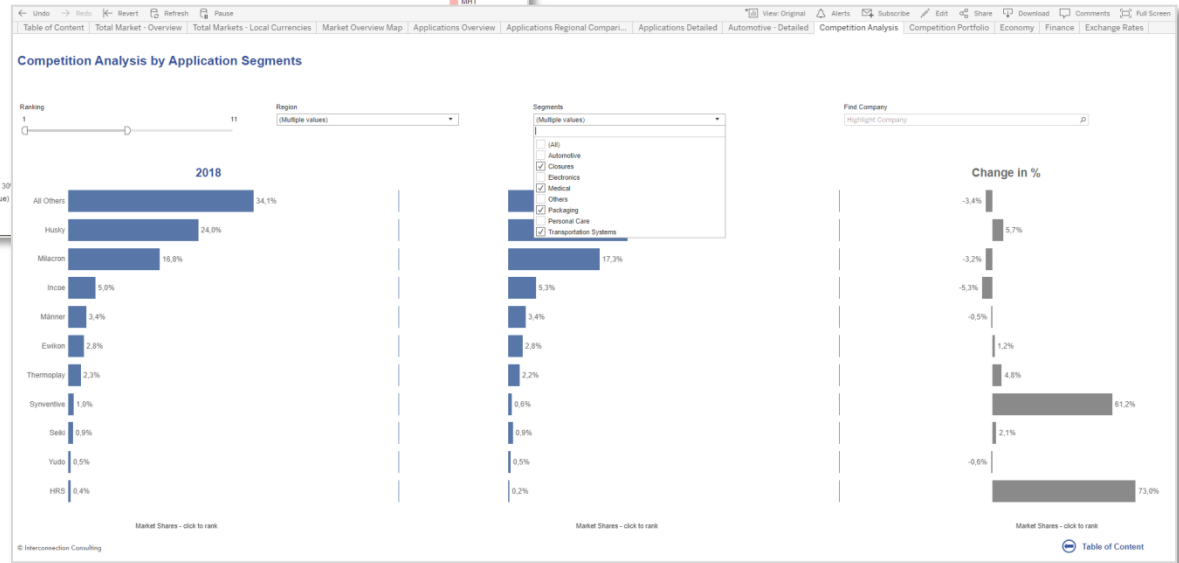
This chart contains fictive data



Sample Cockpits for Competition Data

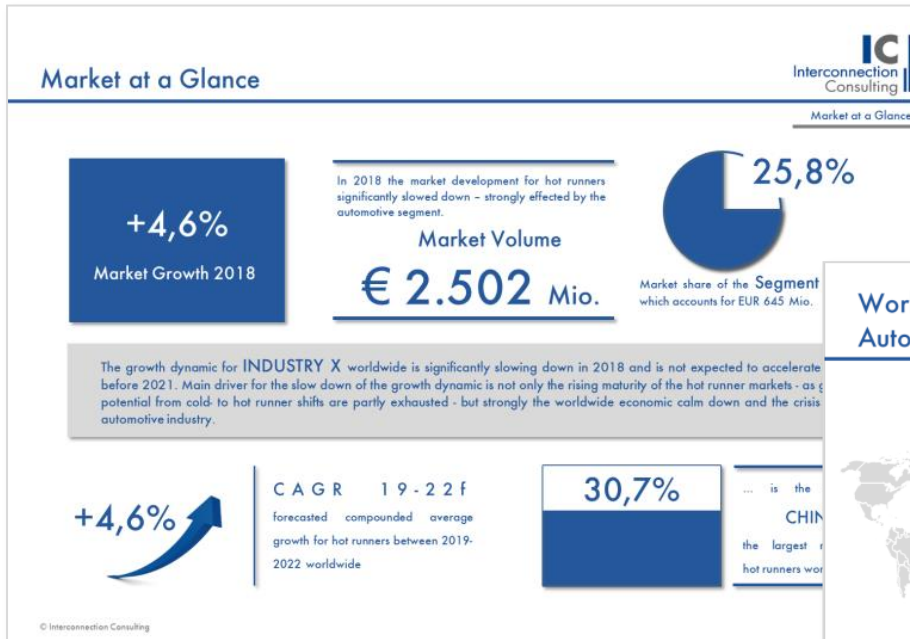


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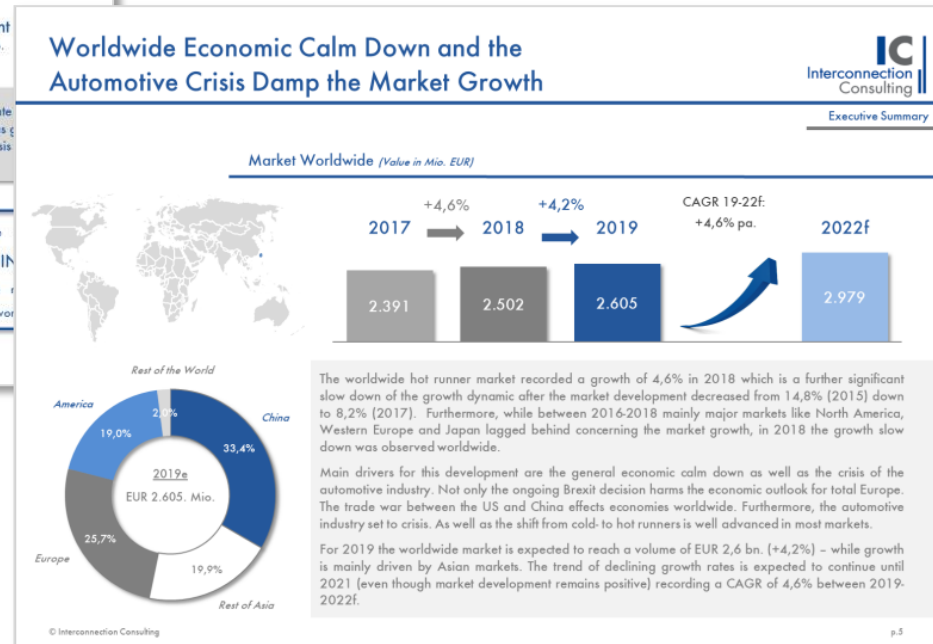


Additional Deliverables

Executive Summary and Pivot-Tables



Executive Summary as part of Tableau (fictive data)



Executive Summary as part of Tableau (fictive data)

Investment Plan for Your Market Research

A graphic showing the subscription price for Italy. It consists of three main elements: a light blue box on the left containing the word "Italy", a dark blue box at the top containing the word "Subscription*", and a white box in the center containing the price "€ 3.950,-". Below these is a large, rounded rectangular button with a dark blue border and a light gray background. On the left side of the button is a smartphone icon displaying a globe with a shopping cart. To the right of the icon, the text "BUY NOW" is written in dark blue capital letters.



- **Subscription:** 25% price advantage compared to single issue. The subscription can be cancelled after two purchases of the study, but not later than 31st December in the year in which the last study has been received. If the subscription is not cancelled, it is automatically extended by one more year. The price is the individual price for each year. Price changes must be announced by Interconnection at least six weeks before 31st December.
- The price includes access to an online dashboard for 12 months in case of single issue or for the duration of the subscription in case of an subscription.
- In case of purchase exceeding € 5.000,- (net), the price of Tableau cockpit (Software for Online Dashboards) is included as well as for any subscription order exceeding 2 countries or regions. For all other options, license costs for Tableau cockpits are € 500,- per license per year.

Selected References for our Market Reports

„IC is a constant tutor in the evaluation of markets and offers a helpful decision basis.“

Mr. Bernd Blümmers
General Manager,
Saint-Gobain Solar Systems
Central Europe



ALLES IN ORDNUNG.





Our Market-Intelligence Tools



If there are any questions please
do not hesitate to contact us!

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we show you the way

Yes, we would like to order the IC Market Tracking® Facility Services in Italy 2022

(Please, print out the order form and mark your desired products)

- Subscription* EUR 3.950.-
- Single Issue EUR 4.938.-

	Single Issue	Subscription*
25% price advantage		✓
IC Cockpit – Online Dashboard Solution	✓	✓
Full Flexibility – Within the sum of the subscription available country reports can be changed without any additional costs		✓
Web-Conference with the analyst free of charge		✓

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Date	Name	Signature
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***Subscription:**

The price is the individual price for at least two orders of the study (order year and the following year). Price changes must be announced by Interconnection at least six weeks before 31st December. The subscription can be cancelled after two purchases of the study, but not later than 31st December in the year in which the last study has been received. If the subscription is not cancelled, it is extended by one more year.

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