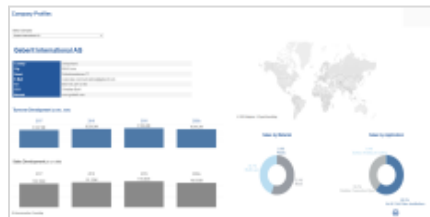


IC Market Tracking[®]

Facility Services in the USA 2021

Company Profiles



Interactive Dashboards



Market Drivers



automatically updated

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 2017 – 2020 for the total market development as well as
 - Service Types
 - Sub-Service Types
 - Customer Segments
- Forecasts from 2021 – 2024 for the total market as well as each analysed segment and sub-segment

COMPETITION ANALYSIS

- Market shares of the top players for 2019/20
 - Market Shares on the total market in terms of value
 - Market Shares per service types in terms of value



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

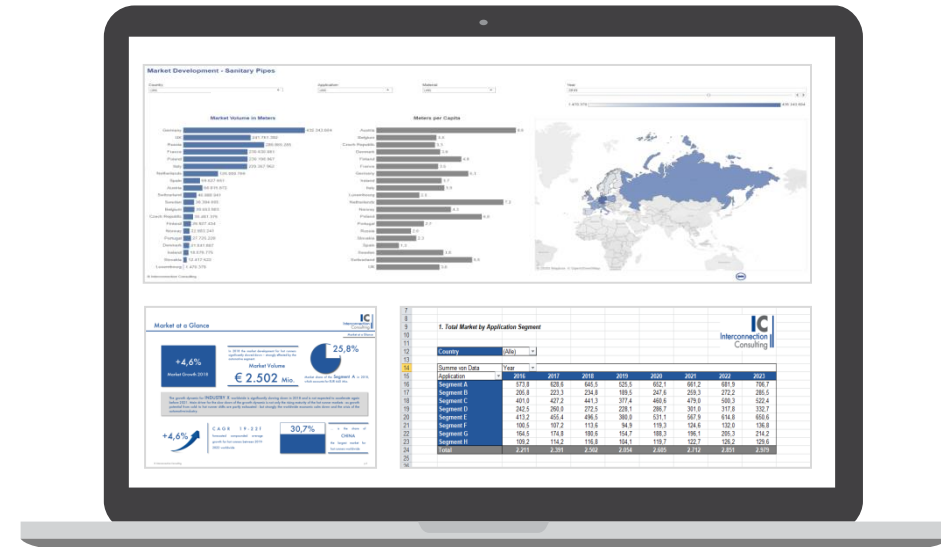
- Online Dashboard-Tool including all data of the report enabling your individual and specific analysis
- User-friendly and intuitive operation of the dashboards
- Online access to the dashboards with all devices (PC, Laptops, Smartphone, Tablet, ...) everywhere, every time
- Download and extract of 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 xlxs. cvs. jpg. or other formats for your own integration
 - Graphs
 - Raw Data



Market Intelligence Tool and Reports

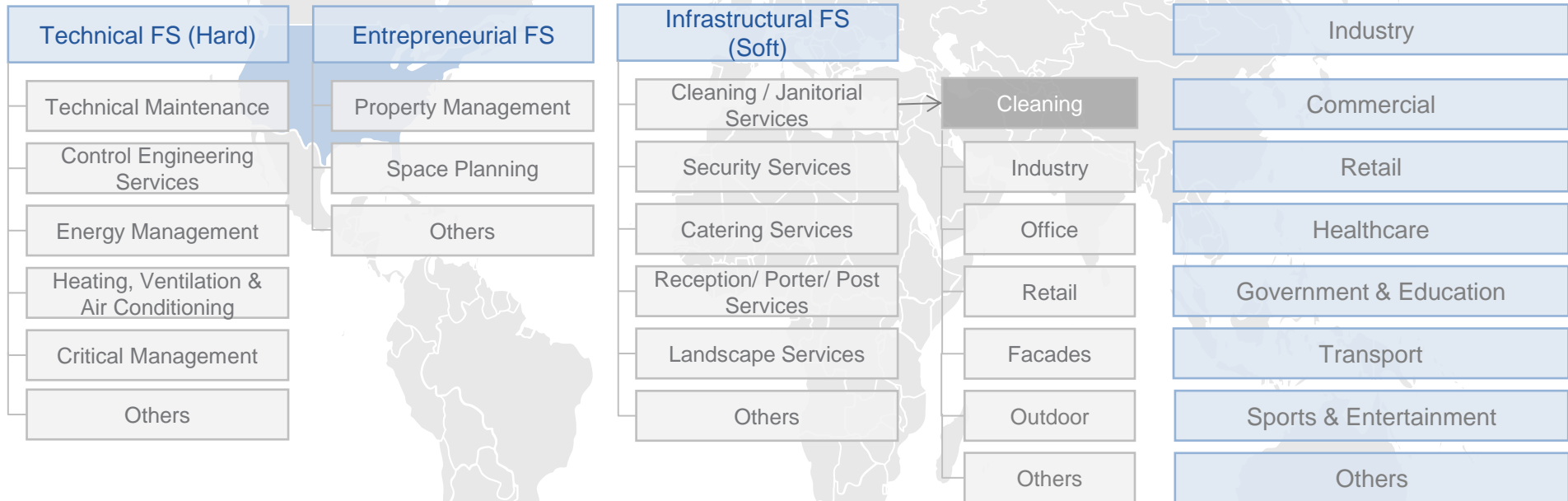


- Online Dashboards
- Executive Reports

Facility Services in the USA

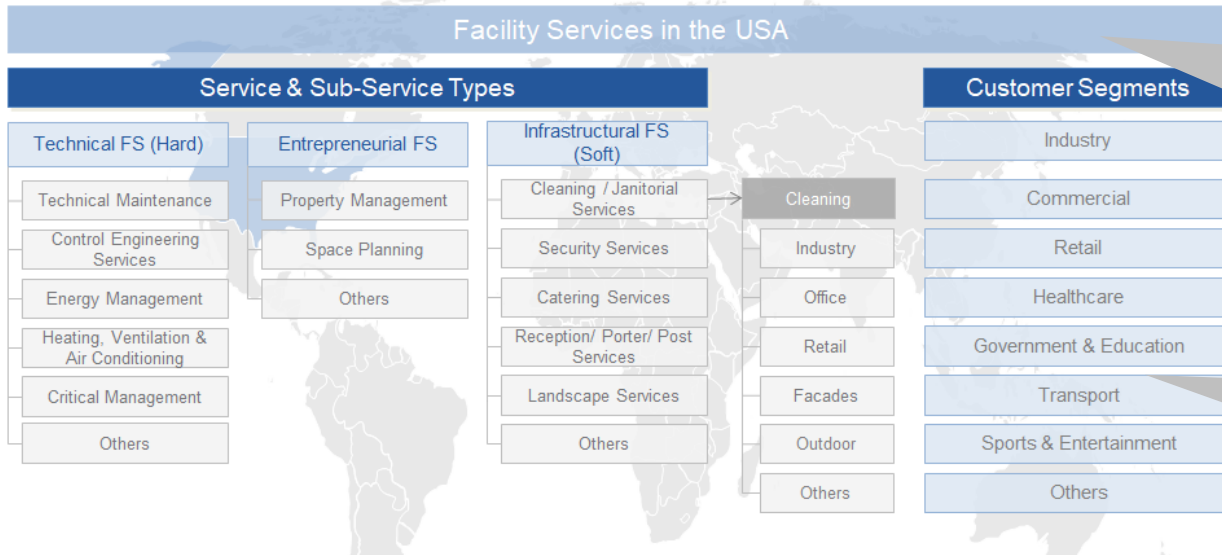
Service & Sub-Service Types

Customer Segments



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 (Technical FS, Entrepreneurial FS, Infrastructural FS and Cleaning/ Janitorial Services).

Market Structure - Interpretation



- Aggregate market data are available, without further subdivision into individual states.
- The report includes data for facility services by service types, sub-service types and customer segments separately as well as aggregated for the total market of facility services in terms of value.

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 (Technical FS, Entrepreneurial FS, Infrastructural FS and Cleaning/ Janitorial Services).

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

2021e/2024f

Estimated/Forecasted

Turnover

Turnover is stated in 1 Mio. Euros. Values are always net turnover values (not list-prices), including rebates.

Contract Types

Internal

Own company

External

Subcontracting

Customer Segments

Industry

Production buildings, production halls, warehouses, etc.

Retail

Trade, shopping centers, etc.

Commercial

Office buildings, banks, financial institutions, etc.

Healthcare

Hospitals, clinics, social institutions, etc.

Government & Education

Public administration, military, schools, universities, etc.

Transport

Airports, bus stations, railway stations, public transport facilities, etc.

Sports & Entertainment

Stadiums, recreation facilities, cinemas, etc.

Others

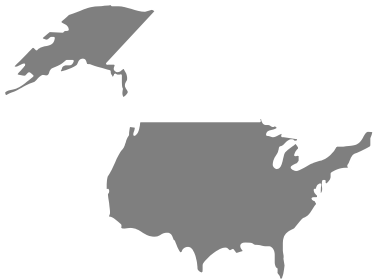
Public buildings, conference centers, museums, hotels, etc.



Offer Facility Services

(Country reports which are either now available or which were carried out in the past)

- Germany
- Austria
- Switzerland
- UK
- France
- Spain
- Italy
- Belgium
- Netherlands
- Poland
- Slovakia
- Czech Rep.
- Slovenia
- Hungary
- Croatia
- Serbia
- Norway
- Sweden
- Finland
- Denmark
- USA
- Other country reports can be created on request



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

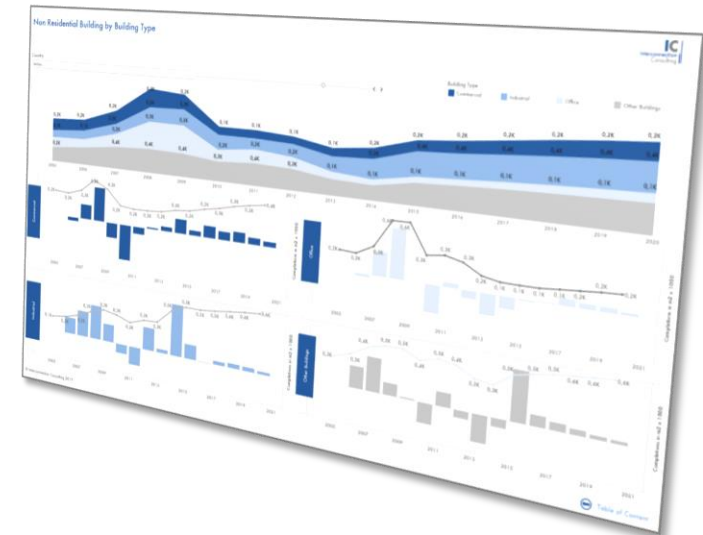
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

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

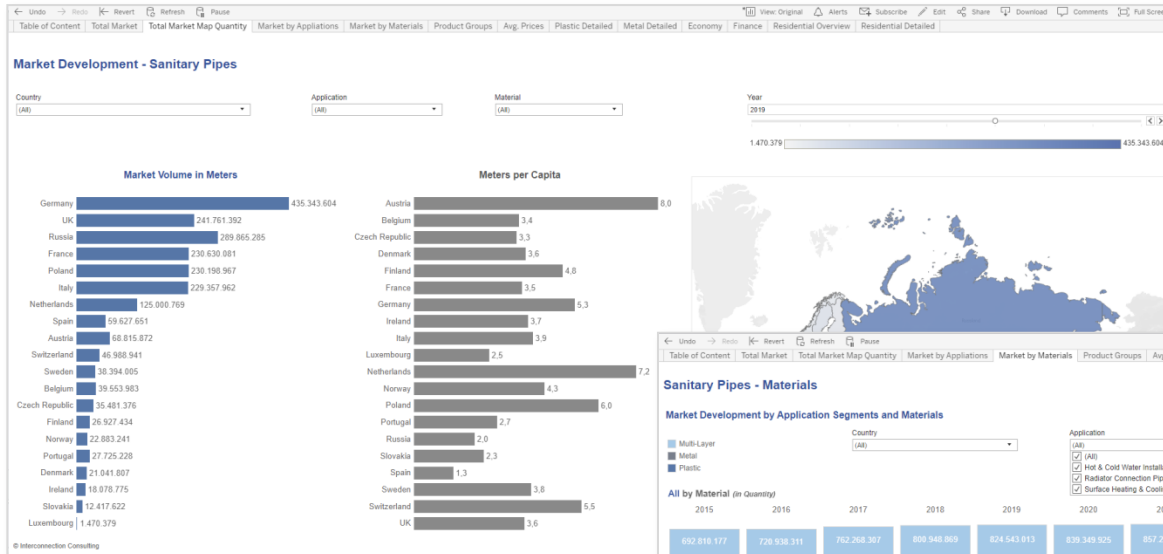


Usability of the Market Intelligence Tool

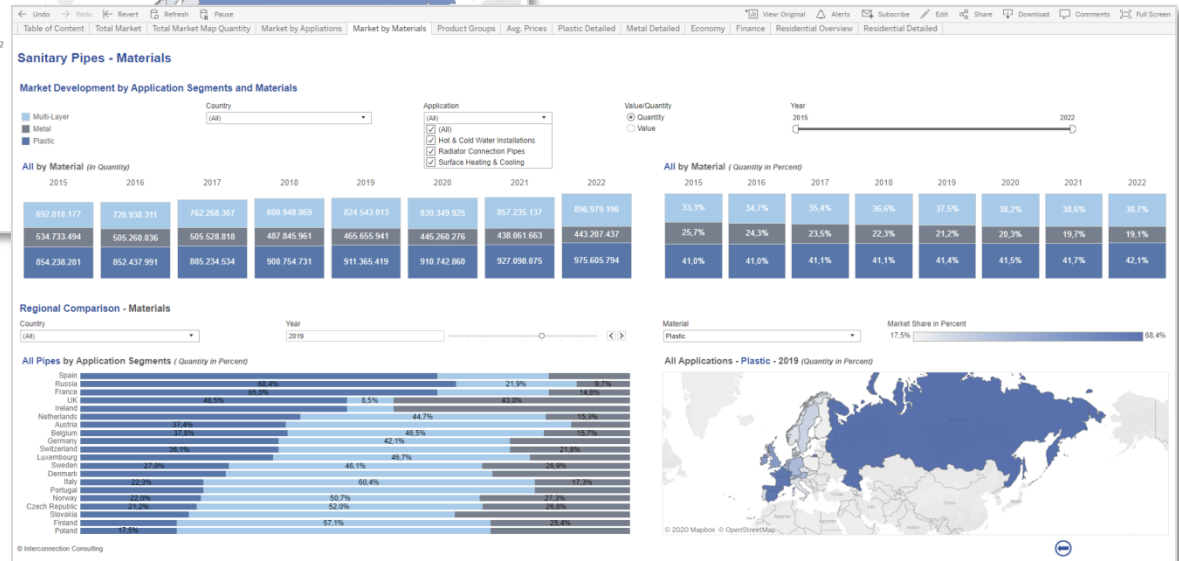
Let's Put it in a Video...



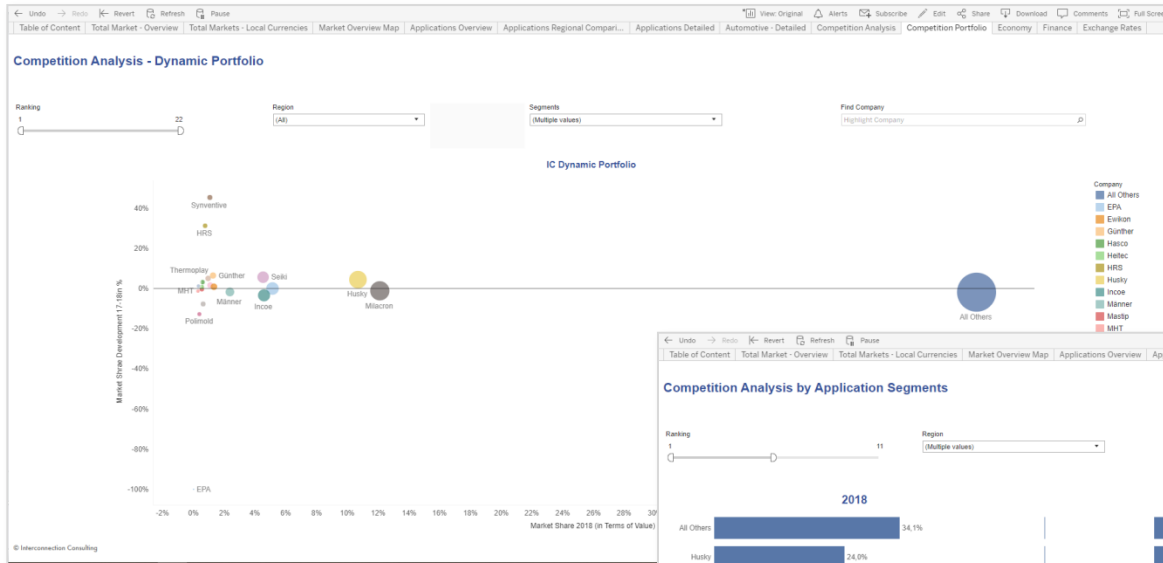
Sample Cockpits for Market Analysis Data



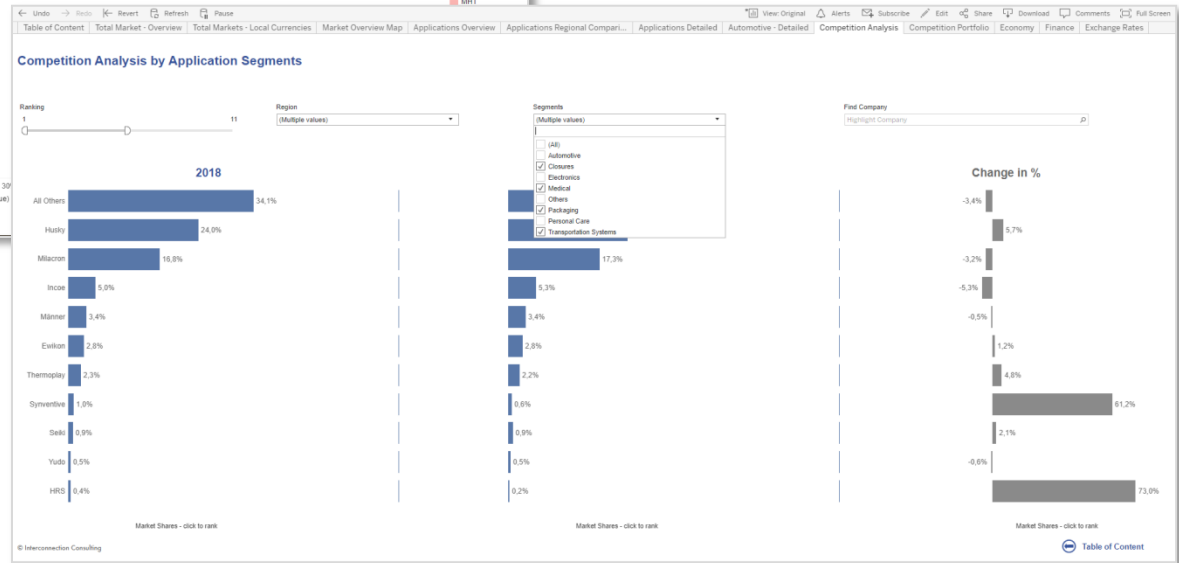
This chart contains fictive data



Sample Cockpits for Competition Data

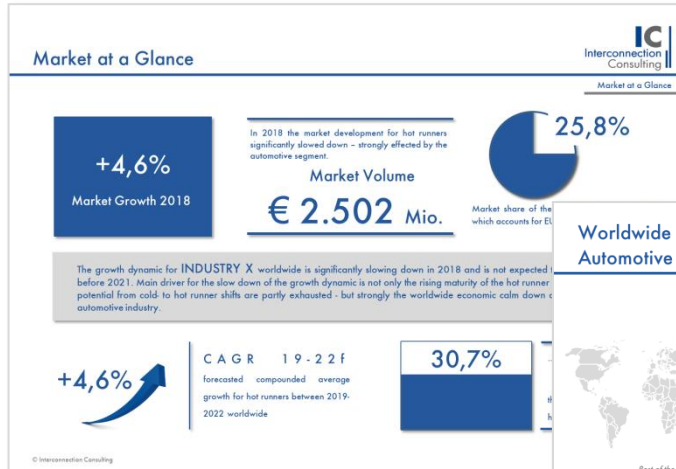


This chart contains fictive data

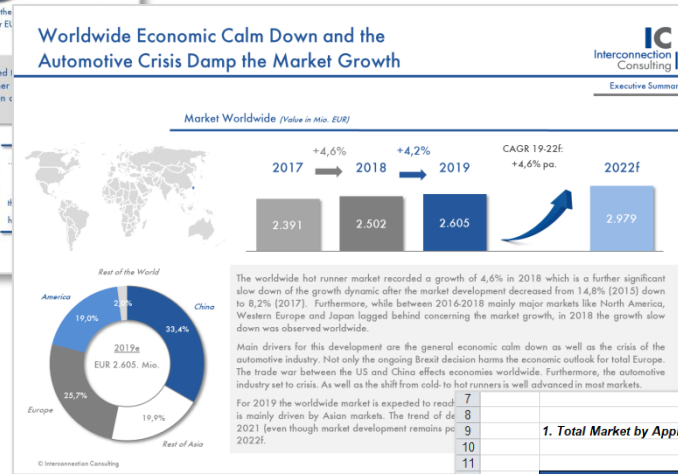


Additional Deliverables

Executive Summary and Pivot-Tables



Executive Summary as PDF (fictive data)



Executive Summary as PDF (fictive data)

1. Total Market by Application Segment

Country: (Alle)

Application	2016	2017	2018	2019	2020	2021	2022	2023
Segment A	573.8	628.6	645.5	525.5	652.1	661.2	681.9	706.7
Segment B	205.8	223.3	234.8	189.5	247.6	259.3	272.2	285.5
Segment C	401.0	427.2	441.3	377.4	460.6	479.0	500.3	522.4
Segment D	242.5	260.0	272.5	228.1	286.7	301.0	317.8	332.7
Segment E	413.2	455.4	496.5	380.0	531.1	567.9	614.8	650.6
Segment F	100.5	107.2	113.6	94.9	119.3	124.6	132.0	136.8
Segment G	164.5	174.8	180.6	154.7	188.3	196.1	205.3	214.2
Segment H	109.2	114.2	116.8	104.1	119.7	122.7	126.2	129.6
Total	2.211	2.391	2.502	2.054	2.605	2.712	2.851	2.979

Pivot-Table including all raw data as MS-Excel file (fictive data)

Investment Plan for Your Market Research

IC Market Tracking® Facility Services in the USA 2021

Prices & Conditions

USA

Subscription*

€ 5.950,-



- **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

Market Analysis

Market Volume and Trends
Competition Analysis



Distribution Analysis

Channel Maps
Distribution-Matrix
Margins



Customer Insights

Focus Groups
Buying Motives
Customer Benefits



Brand Insight

Brand Awareness
Brand Scorecards
Brand Affinity



Price Simulation

Price Sales Function
Pricing Simulation Tool
Optimum Pricing



Price Types

Customer Segmentation
Price Awareness
Buying Behavior



Management Information System

Business Intelligence Tools
Dashboards



Mystery Shopping Price Tracking

Price Databases
Sales Evaluation



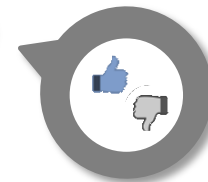
Market Entry

New Markets / Segments
Scoring-Model



Customer Experience

Relevance / Satisfaction
Customer Loyalty
Net Promoter Score



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 USA 2021

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

Subscription* EUR 5.950.-

	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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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.

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 a subscription.

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