

Business Information Centre

Electronics

2010

Sources Available in the Business Information Centre



Market Research



Country Intelligence



Company Leads



Tender Opportunities



Useful Contacts

INTRODUCTION

It is important to keep up to date with what is happening in any industry in order to plan your company strategy effectively. The Business Information Centre can provide a wealth of information on all aspects of the electronics industry from the global industry as a whole to the more specific sub-sectors.

In addition, Enterprise Europe NI is hosted by Invest Northern Ireland. The network can provide direct contact with market research centres throughout Europe and is a first point of contact for researching European electronics markets.

*This guide has been designed to assist with desk research and shows **examples** of reports and websites that might be useful. It is only possible to give an idea of the content of databases and websites. Invest NI does not endorse any of the websites or information providers mentioned.*

MARKET REPORTS

AMA RESEARCH REPORTS (www.amaresearch.co.uk)

AMA publishes over 100 detailed market research reports and 40 databases covering building & construction, environmental and business to business sectors. The following is a sample of the reports available through the AMA Research database for the electronics industry:

- Electronic Security and Access Control Market UK 2009-2013

BUSINESS INSIGHTS (www.globalbusinessinsights.com)

Business Insights publish a range of strategic management, market analysis reports focusing on consumer goods, energy, finance, healthcare and technology. The following is a sample of the reports available through the Business Insights database for the electronics industry:

- Consumer Appliances & Electronics Retailing in China 2009: A Market Analysis
Published February 2009 - Asia-Pacific Highest Relevance
- Consumer Electronics in China 2009: A Market Analysis
Published February 2009 - Asia-Pacific
- Televisions in China 2009: A Market Analysis
Published February 2009 - Asia-Pacific
- Consumer Electronics: Global Industry Guide
Published November 2008 - Global Highest Relevance
- Semiconductors: Global Industry Guide
Published May 2008 – Global
- The Future of Digital Home Entertainment
Published April 2010-Global

DATAMONITOR (www.datamonitor.com)

Datamonitor reports provide comprehensive market intelligence, analysis and forecasting based on primary quantitative and qualitative research, providing the full picture on a particular industry, issue or trend. The following is a sample of the reports available through the Datamonitor database for the electronics industry:

- Global Spending on Electronic Health Records Through 2012 (Interactive Model)
- UK Commercial Insurance Broker Competitor Database 2009
- Global Life Sciences IT Spending Forecast through 2014 (Interactive Model)
Crisis Highlights the Savings Potential of Using Electronic Labeling in UK Retail (Analyst Opinion) 2009

The industry profiles below are available:

- Consumer Electronics in 27 countries and regions including all of Europe, Australia, Japan, South Africa, and United States, September 2009.
- Global Electronic Equipment and Instruments April 2010
- Global Electronic Manufacturing Service, March 2010
- Global Office Electronics April 2010
- Global Technology Distributors, March 2010

Frost & Sullivan (www.frost.com)

Frost & Sullivan provides access to over 4,000 market reports for a wide range of sectors globally. These market reports provide key information such as market

size by volume and value, market sectors, market shares, distribution and market forecasts.

The following is a sample of the reports available through Frost & Sullivan for the electronics industry:

- 3DIC Technology— An Assessment (Technical Insights) 30 Sep 2008
- European Protective Coatings Markets -19 June 2009
- InvestFrost Electronics and Security – European Security Services Outlook - 16 Jul 2009.
- Strategic Analysis of the European Automotive Advanced Electronic Controller Market 28 Mar 2008 |
- Western Europe General Purpose Test and Measurement Equipment Market - 5 Sep 2008
- World Flexible Printed Circuit Board Markets - 29 May 2008.
- Smart Cards for Healthcare in Europe. May 2010
- Electronic Toll collectors database, March 2010

GARTNER (www.gartner.com)

Gartner provides a detailed look at all aspects of the ICT industry worldwide. Product trends and analysis is performed through their hype cycles and competitor analysis is produced through their Magic Quadrants. Examples of information for the electronics sector include:

- Report Highlight for Dataquest Insight: When will demand for End-User Electronics Recover? April 2009.
- Report Highlight for Dataquest Insight: Communication Electronics Semiconductor market in Japan 2008.
- Report Highlight for Dataquest Insight: Targeted Mobile phones are killing portable consumer Electronics Growth May 2009.
- North American and European Electronic Signature Suite and Service Market, January 2010.

KEYNOTE (www.keynote.co.uk)

Keynote is an online database providing information on 27 industry sectors in the UK. Reports cover industrial and consumer sectors and information includes market size and trends, key players and company profiles. The following is a sample of the reports available through Keynote for the electronics industry:

- Digital Broadcasting, August 2009
- Digital Communications, March 2009
- Security Industry, June 2009

- Film Market, April 2009
- Printing, April 2009
- UK Internet Market, February 2009
- Mobile Phones, 2010
- Consumer Electronics Industry, 2010
- IT Recruitment, 2010
- Computer Hardware, 2010

MINTEL (www.mintel.com)

Mintel market reports analyse market sizes and trends, market segmentation and consumer attitudes and purchasing habits, as well as assessing the future market. The following is a sample of the reports available through Mintel for the electronics industry:

- PC'S and Laptops UK - August 2009
- PC Hardware UK - December 2008
- Toys and Games UK - November 2008
- Televisions UK - July 2009
- Bingo UK - April 2009
- Technology in the home UK - April 2009
- Vending UK - May 2009
- Impact on the Gambling Act UK - October 2008
- Betting shops UK - August 2009
- CT Software –Ireland - August 2009
- Mobile Phones Ireland - August 2009
- Credit Cards Ireland - March 2009
- Gaming Machines UK January 2010
- E Commerce UK February 2010
- Leisure Industry Overview UK December 2009
- Books UK December 2009
- Digital Trends Spring UK March 2010

PLIMSOLL (www.plimsoll.co.uk)

Plimsoll specialises in providing up to date, authoritative financial analysis. They publish in-depth industry reports and market analysis on over 1500 UK industries. The following is a sample of the reports available through Plimsoll for the electronics industry:

- Aviation Electronics
- Electronic & Metal Enclosures
- Electronic Cable Assemblies
- Electronic Components

- Electronic Document Management Systems
- Electronic Instruments
- Electronics Manufacturers
- Electroplating
- Lasers & Optoelectronics
- Marine Electronics
- Electronic Manufacturers 2010

SNAPDATA (www.snapdata.com)

Snapdata provide market research overviews for a wide range of markets, indicating statistics for market size, shares, distribution and forecasts. The following reports are available for the electronics industry:

- China Digital Cameras, 2009
- Japan Digital Cameras, 2008
- India TV Sets, 2009
- India DVD Players, 2009
- Italy LCD and Plasma TV Sets, 2008
- USA LCD and Plasma TV Sets, 2008.
- Oral Hygiene UK, 2009
- Toothbrushes UK, 2009
- Dishwashers UK, 2009
- Refrigeration Appliances UK, 2009
- PC's UK, 2009

UK TRADE & INVESTMENT (UKTI) (<https://www.uktradeinvest.gov.uk>)

UKTI has extensive research contacts in every sector, in every country. They also publish research on their website. The following reports are a sample of what is available for the electronics industry:

- ICT Sector in Hong Kong and Macao, September 2009
- ICT Sector in Greece, September 2009
- ICT Sector in China, September 2009
- ICT Sector in Jordan, October 2009.
- ICT Sector in Latvia, January 2010.
- ICT Sector in Cambodia, December 2009.
- ICT Sector in Bangladesh. February 2010.
- ICT Sector in Thailand. February 2010.

OTHER HARD COPY DIRECTORIES

- The Yearbook of World Electronics 2009 - Western Europe Reed Electronics Research
- The Yearbook of World Electronics Data 2009/2010 - Eastern Europe & World Summary Fletcher, Andrew 2009.
- ICT Procurement Guide for the Public Sector
- Electronics Components Manufacturers

Some Management Consultants specialise in different sectors and make detailed research available on their websites. Those with research available on the electronics sector include:

- KPMG GLOBAL –
<http://www.kpmg.com/industries>
- DELOITTE GLOBAL -
http://www.deloitte.com/dtt/section_home/0,1041,sid%253D1008,00.html
- ERNST & YOUNG –
http://www.ey.com/global/content.nsf/International/Industry_Overview
- ACCENTURE –
http://www.accenture.com/Global/Research_and_Insights/default.htm
- PWC GLOBAL –
<http://www.pwc.com/extweb/pwcpublishings.nsf/docid/9C658A7BAC898E6C852571E9004AD2F3>

COMPANY INFORMATION

Identifying companies and finding the right information about their activities and performance is essential to making good business decisions. The Information Centre has a wide range of company databases that can provide financials, product information, company details or trade names. Company information on agents or distributors, competitors or even potential customers, can be searched for on an international, regional, national or local level through a variety of databases including Kompass and FAME.

Some of these databases have free, limited searching available on the internet. This can help to identify potential companies which can be researched further. The following links are useful:

- Bureau Van Dijk – Free Directory - www.bvdep.com
- Kelly's Directory – www.kellysearch.com
- Kompass – www.kompass.com

Datamonitor supplies company profiles on the larger global corporates inc, Sharp Corp, Japan, Circuit City stores, USA, Grupo Electra. SA Mexico, Nisko Projects, Electronics and Communication, Israel. These profiles provide an invaluable analysis into the competitive and strategic performance of the company.

STATISTICS

The National Statistics website, www.statistics.gov.uk, holds information on import and export trade statistics for many products:
<http://www.statistics.gov.uk/OnlineProducts/>

Datamonitor also provides details on statistics and forecasts.

ASSOCIATIONS

Associations are an extremely useful way to find information on either markets or companies within the electronics sector. Many associations hold detailed membership directories and many also include detailed market reports, statistics, events & industry news. They also provide useful links to further information. Associations for the electronics sector include:

ASIA - PACIFIC

- Japan Electronics and Information Technology Industries Association - Semiconductor Board - www.jeita.or.jp
- Korean Semiconductor Industry Association - <http://new.ksia.or.kr>
- Semiconductor Equipment Association of Japan - www.seaj.or.jp

EUROPE

- European Electronic Chips & Systems Design Initiative - www.ecsi.org
- European Electronic Component Manufacturers Association - www.eeca.org

IRELAND

- Electro-Technical Council of Ireland - www.etcni.ie

NORTHERN IRELAND

- Nanotechnology Northern Ireland - www.nanotecni.com
- Nanotechnology Research Centre www.engineering.ulster.ac.uk

UK

- Association of Franchised Distributors of Electronic Components - www.afdec.org.uk
- The British Electrotechnical and Allied Manufacturers Association - www.beama.org.uk
- Institution of Electrical Engineers - www.iee.org
- Institution of Incorporated Engineers - www.iie.org.uk
- Intellect - www.intellectuk.org
- Association of Instrumentation, Control, Automation – www.gambica.org.uk

INTERNATIONAL

- JEDEC – www.jedec.org
- SEMI - www.semi.org
- World Semi-Conductor Council - www.semiconductorcouncil.org

USA

- Consumer Electronics Alliance - www.ce.org
- Electronic Components, Assemblies, & Materials Association - www.ec-central.org
- Electronics Industry Alliance - www.eia.org
- Electronics Representatives Association - www.era.org
- Government Electronics and Information Technology Association - www.geia.org
- National Science and Technology Education Partnership - www.nationalstep.org
- SemaTech - www.sematech.org
- Semi-Conductor Research Corporation - www.src.org

Invest NI is not responsible for the content of external websites and inclusion in, or exclusion from, the above list does not imply recommendation, endorsement or otherwise of any company, product or service.

NEWS

Business Information Centre subscribes to a number of news databases which provide access to articles news and trade sources.

A vast amount of current and retrospective News articles on the industry can also be obtained from Datamonitor and Mintel.

The Lexis Nexis database has access to trade and news sources from around the world.

INTERNET

The internet holds an extensive range of information on electronics and related industries. Useful sites include:

- **Dept of Trade and Industry - Electronics sector -**
www.dti.gov.uk/industries/electronics
Overview of the electronics industry in the UK - it also provides key government publications and contacts relating to the industry.
 - **ElecDir -** www.elecdir.com
Directory detailing electrical and electronics companies around the world, searchable by category and country.
 - **Electronics Industry Market Research and Knowledge Network -**
www.electronics.ca
Network for all organisations involved in the development of new materials and technologies for the electronics industry with access to a buyers guide within the USA and summaries of strategic market forecast reports across the electronics and telecommunications sectors.
 - **Electronics Times -** www.electronicstimes.com
Online resource for the electronics industry in the UK providing daily news on the industry. Free technical publications and white papers are accessible.
 - **Electronics and Engineering Network -** www.eenet.com
Online directory sourcing manufacturers, associations, newsletters and other information on all aspects of the electronics industry.
- Global sources Electronic Components -**
www.globalsources.com/MAGAZINE/EC/ULINKS/INDEX2.HTM
Links to industry bodies and government organisations, standards organisations and research centres.
- **The Industry Handbook – Semiconductor Industry -**
www.investopedia.com/features/industryhandbook/semiconductor.asp
Portal to industry research on the semiconductor industry.

- **MEDEA+**
www.medeaplus.org
MEDEA+ focuses on enabling technologies for the Information Society and aims to make Europe a leader in system innovation on silicon. It provides access to funding, publications and R&D info.
- **NANOX** - www.nanox.com
A searchable directory for semi-conductor components.
- **Topix.net** - www.topix.net/business/electronics

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SELLING TO THE PUBLIC SECTOR

Enterprise Europe (NI)'s Public Procurement Service (TED), offers the following services to subscribing businesses:

- Daily alerting service matching tender opportunities to tailored company profiles
- Advice and assistance on tendering procedures
- Information on UK and EU Public Procurement Regulations
- Assistance and advice on supplying to local government, education boards, the health sector and utility companies
- Information on where to access tender opportunities below EC thresholds
- Advice on how to find public tenders on the internet.

In addition to the TED service, a number of resources for the Public Procurement market are available through Enterprise Europe (NI).

For more information, please find attached a link into the 'Tender Information' section on the Invest NI website: www.investni.com/tenderinformation

EXHIBITIONS/TRADESHOWS

Exhibitions/Tradeshows are a good way to market your product, finding out who your competitors are, networking and finding new customers. To find out about exhibitions and tradeshows in the electronics sector, worldwide or locally, just click on the links below:

<http://www.exhibitions.co.uk/>

<http://www.expodatabase.com/messedb/>

RELATED LINKS

Other sector guides related to the electronics sector are:

Digital Media
ICT Asia Pacific
ICT UK
Telecommunications
Software

These sector guides along with others can be found on the Invest NI website:
<http://www.investni.com/index/publicationsa-z.htm?filter=S>

These are only examples of information available for the industry. If you require anything specific or have any questions, please do not hesitate to contact **Kathy McConville**, 028 9069 8127 or any member of the Business Information Centre by e-mail: bic@investni.com.

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