

Professional Services 2011

A Guide to 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 Professional Services industry from the global industry as a whole to the more specific sub-sectors including accountancy, architects, business consultants etc...

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 Professional Services 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 Professional Services industry:

- Consulting Engineers Market – UK 2009 – 2013
- Mechanical & Electrical Contractors Market Report – UK 2011 – 2015 Analysis

BUSINESS MONITOR (www.businessmonitor.com)

Business Monitor provides Industry trend analysis and forecasts, and competitive intelligence on leading companies, covering 16 industries in Asia, Europe, the Middle East, Africa, and parts of Latin America.

The following lists show **samples** of the reports available within the Commercial Banking and Real Estate sectors.

Commercial Banking:

- Germany – Industry Trend Analysis – Firms to Collaborate Joint Venture and Reap the Benefits – 2011
- India – Industry Brief – Online Banking in India Rises while Branch Visits Decline - 2011
- Mexico – Regulatory Development – Will Mexico see the next M-Banking Revolution? – 2011
- Philippines – Industry News – Growth Potential in International Money Network – 2011
- Romania – Industry Brief – Value of Online Card Transactions set for 30% - 2011
- Rwanda – Industry Trend Analysis – Mobile Money Service Gaining Ground But at a Slow Pace – 2011
- UK – Industry Brief – Youth Market Driving Rise to UK & US Online Banking – 2011

Real Estate:

Bosnia – Herzegovina:

- BMI Industry View - Real Estate – Q4 2011
- Market Overview – Real Estate – Q4 2011
- Industry Business Environment Overview – Real Estate – Q4 2011
- Industry Forecast – Real Estate – Q4 2011

DATAMONITOR (www.datamonitor.com)

Datamonitor reports provide comprehensive market intelligence, analysis and forecasting based on primary quantitative and qualitative research. The following is a sample of the reports available:

Market Reports, Interactive Models & Databooks

Industry profiles

- Construction & Engineering in:

Europe Belgium Czech Republic Denmark France Germany Hungary Italy	Netherlands Norway Poland Russia Spain Sweden UK	Asia Pacific Australia China India Japan Singapore South Korea Taiwan	Global Canada Brazil Mexico South Africa US
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- Legal Services in:

Europe France Germany UK	Asia Pacific Japan	Global US
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- Management & Marketing Consultancy in:

Europe France Germany Italy Netherlands UK	Asia Pacific Japan	Global US
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Real Estate Management & Development:

Europe Belgium France Germany Italy Netherlands Spain UK	Asia Pacific China Japan	Global Canada US
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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. **There is always a chapter on the global market.** The following is a sample of the reports available:

- Accountancy 2010
- Building Contracting 2009
- Estate Agents & Services 2010
- Estate Agents 2011
- Exhibitions & Conferences 2011
- Recruitment Agencies (Permanent) 2011
- Recruitment Agencies (Temporary & Contract) 2011

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 Professional Services Industry.

- Architects (Industrial Report) – UK 2010
- Civil Engineering (Industrial Report – UK 2011
- Consulting Engineering (Industrial Report – UK 2011
- Graduate Recruitment (Industrial Report) – Ireland 2010
- Railway Engineering (Industrial Report) – UK 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:

- Accountancy & Bookkeeping Services 2011
- Accounting Software Resellers 2011
- Architects 2011
- Business Intelligence Consultants 2011
- Commercial Estate Agents 2011
- Consulting Engineers 2011
- Design Consultants 2011
- Estate Agents (Midlands), (North East), (Northern Ireland), (Scotland) & (Yorkshire) 2011
- IT Consultants
- Landscape Architects 2011
- Management Consultants 2011
- Naval Architects 2011
- Online Recruitment 2011
- PR Consultants 2011
- Recruitment Agencies (For All Industry Sectors) 2011
- Solicitors 2011
- Tax Consultants 2011
- Training Consultants 2011

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:

- Advanced Engineering in India
- Creative & Media Sector in Brazil
- Financial & Professional Services Sector in Bahrain

HARDCOPY REPORTS

- Chartered Surveyors Regional Directory 2010
- The Official Institute of Chartered Accountants of England & Wales – Directory of Firms 2009

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

- KPMG GLOBAL –
<http://www.kpmg.com/Global/en/WhatWeDo/Industries/Pages/default.aspx>
- ACCENTURE –
<http://www.accenture.com/us-en/industry/Pages/index.aspx>
- PWC GLOBAL –
<http://www.pwc.com/gx/en/industry-sectors/index.jhtml>
- ERNST & YOUNG –
<http://www.ey.com/GL/en/Industries>
- ACCENTURE –
<http://www.accenture.com/us-en/industry/Pages/index.aspx>

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 Amadeus.

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 including, The South African Institute of Chartered Accountants, Future Architect Inc and Diamond Management & Technology Consultants Inc. 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 very comprehensive statistics and forecasts.

ASSOCIATIONS

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

UK

- Association of Accounting Technicians - <http://www.aat.org.uk/>
- Association of Consultant Architects - <http://www.acarchitects.co.uk/>
- Association of Consultancy & Engineering - <http://www.acenet.co.uk/home/57>
- British Accounting and Finance Association - <http://bafa.ac.uk/>
- British Engineering Manufacturer's Association - <http://www.bema.co.uk/Home.aspx>
- Chartered Institute of Management Accountants - <http://www.cimaglobal.com/>
- Civil Engineering Contractors Association - <http://www.ceca.co.uk/>
- Edinburgh Architectural Association - <http://www.eaa.org.uk/>
- Engineering Construction Industry Association - <http://www.ecia.co.uk/pages/index.cfm>
- Engineering Industries Association - <http://www.eia.co.uk/>
- ICAEW – A World Leader of the Accountancy and Finance Profession - The Association of International Accountants - <http://www.aiaworldwide.com/>
- Institute of Civil Engineers - <http://www.ice.org.uk/>
- Institute of Internal Auditors - <http://www.iaa.org.uk/>
- Institute of Mechanical Engineers - <http://www.imeche.org/Home>

- National Association of Estate Agents - <http://www.naea.co.uk/>
- Royal Institute of British Architects - <http://www.architecture.com/>
- The Association of Real Estate Funds - <http://www.aref.org.uk/home.asp>
- The Bar Council - <http://www.barcouncil.org.uk/>
- The Law Society of England & Wales - <http://www.lawsociety.org.uk/home.law>
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EUROPE

- Architects Council of Europe - <http://www.ace-cae.org/>
- Chartered Accountants Ireland - <http://www.charteredaccountants.ie/>
- European Accounting Association - <http://www.eaa-online.org/r/default.asp?ild=KJIMD>
- European Association for Architectural Education – <http://www.eaae.be>
- European Bar Associations - <http://www.hq.org/euro-bar.html>
- European Civil Engineering Education & Training - <http://www.euceet.eu/>
- European Council of Civil Engineers - <http://www.eccenet.org/News/Annualreport/AnnualReport.htm>
- European Federation of Engineering Consultancy Associations - <http://www.efcanet.org/>
- European Institute of Golf Course Architects - <http://www.eigca.org/>
- European Federation of National Engineering Associations - <http://www.feani.org/site/>
- European Lawyers Association - <http://www.european-lawyers.org/>
- European Public Real Estate Association - http://www.epra.com/body.jsp#SlideFrame_1
- The European Drilling Association - <http://www.dea-europe.com/>

NORTH AMERICA

- American Architectural Manufacturer's Association - <http://www.aamanet.org/>
- American Accounting Association - <http://aaahq.org/>
- American Engineering Association - <http://www.aea.org/>
- American Society of Civil Engineers - <http://www.asce.org/>
- American Society of Landscape Architects - <http://www.asla.org/>
- American Society of Mechanical Engineers - <http://www.asme.org/>
- Architecture Canada - http://www.raic.org/index_e.htm
- Association of Energy Engineers - <http://www.aeecenter.org/i4a/pages/index.cfm?pageid=1>
- Canadian Society of Civil Engineering - <http://www.csce.ca/>
- Engineers Canada - <http://www.engineerscanada.ca/e/index.cfm>

- National Real Estate Investors Association - <http://www.nationalreia.com/>
- National Society of Professional Engineers - <http://www.nspe.org/index.html>
- The Canadian Bar Association - <http://www.cba.org/cba/>
- The Canadian Real Estate Association - <http://www.crea.ca/>
- The Drilling Engineering Association - <http://dea-global.org/>
- The American Institute of Architects - <http://architectfinder.aia.org/>

WORLD WIDE

- Accounting and Finance Association of Australia & New Zealand - <http://www.afaanz.org/>
- Architectural Society of China - <http://www.chinaasc.org/>
- Association of Electrical & Mechanical Trades - <http://www.aemt.co.uk/metadot/index.pl>
- Australian Institute of Architects - <http://www.architecture.com.au/>
- China Law Council - <http://www.chinalawcouncil.org.uk/homepage.htm>
- Commonwealth Association of Architects - <http://www.comarchitect.org/bepic-presentation.htm>
- All Indian Bar Association - <http://www.allindiabar.org/>
- IAPA global association of independent accountancy and business advisory firms - <http://www.iapa.net/>
- International Bar Association - <http://www.ibanet.org/>
- Law Society of South Africa - <http://www.lssa.org.za/>
- Real Estate Institute of Australia - <http://www.reia.com.au/>
- Society of Manufacturing Engineers - <http://www.sme.org/cgi-bin/getsmepg.pl?new-sme.html&&SME&>
- The American Institute of Architects - <http://www.aia.org/>
- The Association of International Accountants - <http://www.aiaworldwide.com/>
- The Global Body for Professional Accountants - <http://www.accaglobal.com/>
- The Indian Institute of Architects - <http://www.iaa-india.org/>
- The South African Institute of Architects - <http://www.saia.org.za/>

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.

JOURNALS

- Business Eye
- Business Week International
- Construction News
- Economist
- Fortune
- Investors Chronicle
- Irish Construction Industry
- Harvard Business Review
- McKinsey Quarterly

FINDING LOCAL AND EUROPEAN GOVERNMENT CONTACTS

The Tenders Alert Service is hosted by Enterprise Europe NI for Invest NI. It enables you to identify local and international contract opportunities from a wide range of public sector organisations via a daily alerting service. In 2010, 58 companies on the service won 114 contracts potentially worth £239 million.

The team can also offer guidance on:

- tendering procedures
- UK and EU Public Procurement Regulations
- supplying to local government, education boards, the health sector and utility companies
- The charge for the service is £100 plus VAT per annum. For more information, contact:

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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 this 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 this sector are:

- Construction
- Financial Services
- Materials Handling
- Renewable Energy

These sector guides along with others can be found on the Invest NI website:

<http://www.investni.com/index/publications.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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