



# Jane's

## Jane's Defence Industry & Markets Intelligence Centre

Develop Advantage. Mitigate Risk.  
Capture Opportunity.

[janes.com/JDIM](https://janes.com/JDIM)

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# OVERVIEW

## **A challenging marketplace**

The global A&D industry is facing an increasingly volatile, competitive, and challenging marketplace where basing decisions on out-dated or inaccurate data can be catastrophic. At Jane's we deliver objective, impartial, and reliable market, forecast, and budget data, analysis, and insight that enables our customers to identify and capture business opportunities and navigate complex and unfamiliar markets.

Jane's Defence Industry & Markets integrates aerospace and defence-related news with company information, reference, and analysis, enabling you to confidently engage a shifting marketplace.

## **Stay informed of the latest trends and developments in the A&D industry**

Combining the expertise of a highly skilled team of defence analysts and economists, Jane's Defence Industry & Markets delivers insight into specific markets and their evolution. It enables you to stay informed of the latest trends and developments in the A&D industry, supporting threat and opportunity assessment – including evaluation of competitors, possible business partners, and prospective customers.

## **Detailed insights into emerging and international markets**

Jane's provides a comprehensive and detailed analysis of the key factors that you need to understand when conducting business in complex, emerging, or unfamiliar defence markets around the world. These factors include defence budgets and procurement policies, economic and political contexts, offsets and regulatory factors, and country capabilities.



# BENEFITS

## **Identify and capture new opportunities**

Jane's information and insight can be used to identify areas of market growth potential, understand current market trends, and conduct competitor analysis. Delivering in-depth analysis of customer requirements, business conditions, and economic prospects, Jane's Defence Industry & Markets Intelligence Centre will help you to identify and capture opportunities in the world's emerging and high-growth defence regions.

## **Comprehensive, timely, and trusted information**

Jane's is trusted by organisations working in high-pressure environments around the world to provide accurate and credible information when they need it most. The breadth and depth of information ranges from A&D company intelligence to defence spending data, providing support to a diverse group of professionals working in areas from proposal development to strategic planning.

## **Invaluable insights from industry experts**

Jane's analysts deliver insight that supports activities including the recognition and pursuit of bid opportunities, product research and development, as well as merger and acquisition activity.

Delivering in-depth analysis of customer requirements, business conditions, and economic prospects





# ACHIEVING CRITICAL OBJECTIVES

## Comprehensive information and expert insight

### Opportunity capture

Secure new business internationally

- Customer requirements analysis
- Competitive environment analysis
- Commercial obligations analysis
- Bid teaming
- Proposal development
- Risk analysis and management

### Market strategy

Plan future direction

- Product development and positioning
- Opportunity identification and market access
- Competitive positioning
- Partnering and M&A
- Scenario modelling, stress-testing, 'wargaming for businesses'
- Risk analysis and management

### National strategy planning

Evaluate direct and indirect threats and opportunities

- Technology trend analysis
- Defence spend analysis
- Private industry partner identification
- Inclusion in all-source intelligence threat assessment for policy makers

# EXHAUSTIVE DATA

## Market information you can trust

### Insights into the world's defence companies

Access detailed comparisons of the major corporate players in the defence industry and more than 7,000 civil and government organisations. Jane's data connects company information including contacts, hierarchies and subsidiaries to detailed equipment profiles and global equipment inventories to deliver a holistic view.

### Global market intelligence

Jane's news, data, insight and analytics enables you to understand the market environment and dynamics. From insights into sector M&A activity to detailed market and country reports, Jane's delivers comprehensive and detailed analysis of the key factors you need to be aware of when conducting business in complex, emerging or unfamiliar defence markets across the world. Leveraging a global network of contributors, Jane's reports cover areas including defence budgets and procurement policies, economics and politics, offsets and regulatory factors as well as security considerations and current and future military capabilities.

### Detailed analysis of the world's defence budgets

Jane's macro-level analysis of national defence spending around the world covers 105 countries and 99% of global defence spend. Providing a 20-year view and delivering critical insight into the historical, current and future size, shape and capabilities of the world's defence markets.



# IN-DEPTH INSIGHT

## Intelligence with incisive analysis

### Executive overviews

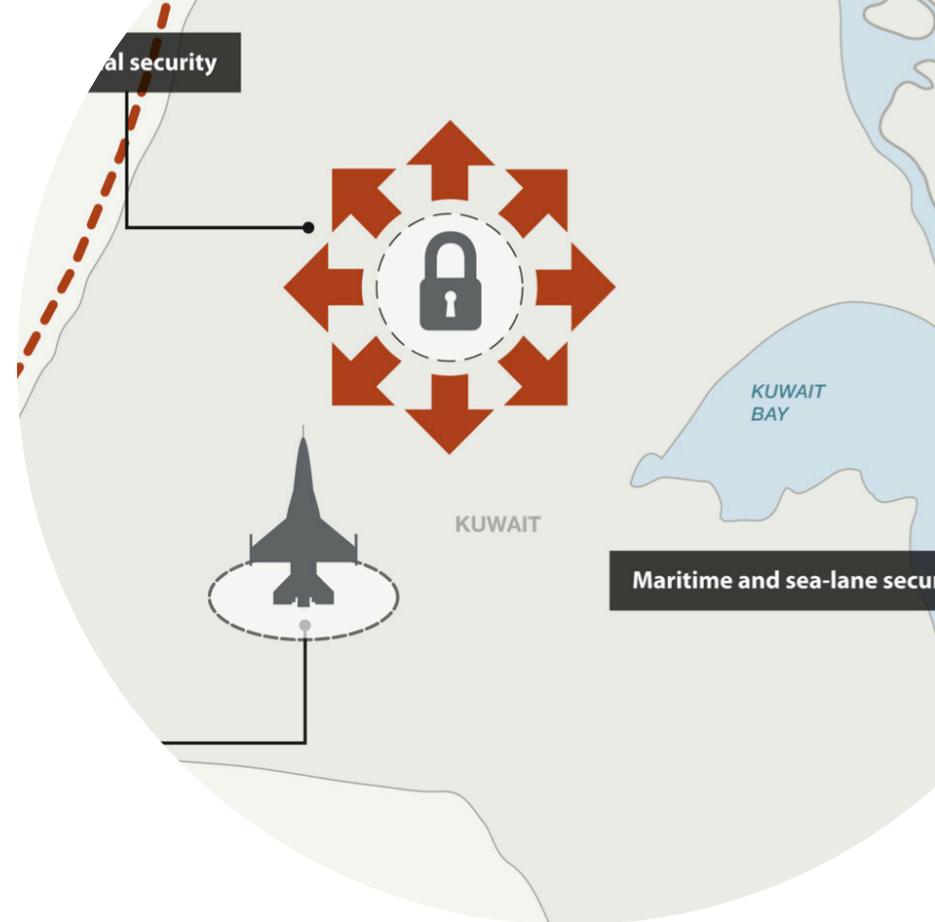
In-depth analysis of defence sector trends and developments by our industry experts, covering key markets and systems.

### News and daily insight

Access to world-class news, interviews, and analysis from sources including renowned publications Jane's Defence Weekly, Jane's Defence Industry, and Jane's International Defence Review.

### Budget data and analysis

Jane's provides a 20-year view to deliver critical insight into the historical, current and future size, shape and capabilities of the world's defence markets.



## Market reports

These reports deliver in-depth analysis of the business conditions, economic prospects, and risks in both emerging markets and new areas within mature markets.

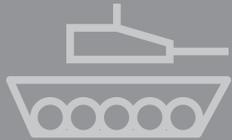
## Summary offset overview

This dataset provides an overview of the offset policies applied by key defence markets to procurement. Information is based on a range of open sources, and draws on the Jane's global network of defence and security analysts.

# ESSENTIAL CONTENT



## Jane's Defence Industry & Markets Intelligence Centre



### Defence News

- Defence Industry News
- Defence Weekly
- International Defence Review
- Missiles & Rockets\*
- Navy International



### Defence Budgets

- Country\*
- Force\*
- Activity\*
- Quarterly Reports
- US Defence Budget Coverage



### Company Information#

- World Defence Industry
- Jane's Aerospace and Defence Companies



### Market Reports#

- Navigating the Emerging Markets
- Navigating the International Markets

Data Analytics Module available as combinations of data sets across the Intelligence Centre – including Competitor Comparison, Market Share & a US Defence Budget Dashboard.

# not available as a module, only available individually

\* not sold separately, only sold as part of overall module

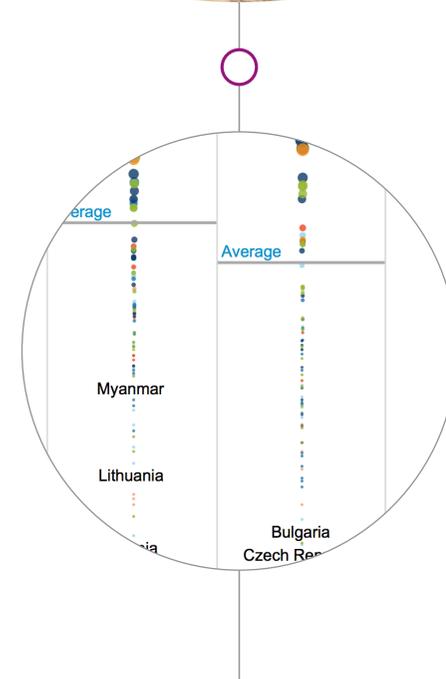
# POWERFUL ANALYTICS

## Visualise. Discover. Share.

As part of our ongoing commitment to delivering additional value, Jane's provides a series of Data Analytics Modules to enable Intelligence Centre customers to visualise, discover, and share information in exciting new ways. The Data Analytics Modules deliver filtering, data visualisation, and graphics export capabilities that are genuinely intuitive and very simple to use. Each module contains a number of interactive dashboards that support faster, more effective analysis and knowledge sharing.

The Data Analytics Module for Jane's Defence Industry & Markets Intelligence Centre incorporates a range of analytics dashboards that enable competitive assessment, customer requirements analysis, mergers and acquisitions analysis, and opportunity identification.

Supporting-market analysis, strategic planning, and competitive analysis



# ENABLING PARTNERSHIP

## **Focused on maximising the return on your investment**

Jane's views every subscription as an investment for the subscriber organisation, and provides support to help ensure that the return on that investment is maximised. As a trusted independent partner everything we do is focused on meeting and exceeding subscriber expectations, from product and service development, to ensuring that they can access content in the format that suits them best, online or offline.

## **Integrate data and information quickly and easily**

Jane's Defence Industry & Markets Intelligence Centre content is available in multiple formats to align with user workflows. Online access provides users with instant access to the very latest content, with new content and updates available immediately. Offline access delivers the same content via disc or ftp site in a way that enables users to integrate data and information quickly and easily into other systems intranets, models, and simulations.



# INCREMENTAL SUPPORT

## **Online intelligence briefings**

Subscribers to Jane's Defence Industry & Markets Intelligence Centre receive complimentary access to Jane's online intelligence briefings. Jane's analysts deliver 45-60 minutes of analysis to provide an exclusive opportunity to delve more deeply into the most topical issues.

## **Consultancy and advisory services**

Jane's provides specialist consultancy and advisory services that help decision makers overcome specific, time-bound challenges in such areas as market strategy development, opportunity identification, defence capability assessments and comparisons, price benchmarking and international procurement processes.

To find out more about how Jane's can provide answers to your most complex, critical, and urgent questions, visit [janes.com/consulting](https://janes.com/consulting)



## About Jane's

With a legacy of more than 100 years Jane's is the most trusted and respected public source of defence and security information in the world.

With a reputation built on products including Jane's Fighting Ships, Jane's All the World's Aircraft, and Jane's Defence Weekly, Jane's delivers comprehensive, credible, and reliable news, insight, and analysis across all key defence and security subject areas, and in support of critical military and security processes.

Jane's defence and security solutions represent invaluable open-source news, information, and intelligence assets for the security and defence communities and the industries that support them.



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