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.

Get exclusive access to Jane’s Navigating the Emerging Markets reports
Subscribers have exclusive access to Jane’s Navigating the Emerging Markets reports. These reports provide 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**
The insight provided by analysis included in content such as Navigating the Emerging Markets and Defence Budget Reports 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

Company profile information
Comprehensive, up-to-date profiles providing details including locations, senior personnel, key products and financial overviews.

Company directory
Exhaustive directory providing contact information for global manufacturers and suppliers within the aerospace and defence industry.

Budget data
Presents detailed budget information using Jane’s Defence Budgets for the largest defence-spending countries in the world, covering over 98% of global defence spending.

National procurement assessment
Country-by-country analysis of procurement and procurement policy based on current requirements and planned modernisation for land, sea, and air forces, as well as a summary of main foreign suppliers.
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 forecasts
Five-year forecasts of developments in national military capabilities using Jane’s Defence Budgets, with expert analysis of the geo-political and economic factors impacting defence budget decisions.

Emerging markets
Exclusive access to Jane’s Navigating the Emerging Markets reports which 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
- International Aerospace Directory
- International Defence Directory

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

ihs.com/jdim
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
Focussed 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. Delivering additional analysis, these briefings provide an exclusive opportunity to delve more deeply into the most topical issues. Expert analysts deliver 45–60 minutes of analysis and finish with a Q&A forum during which they respond to specific questions posed by attendees.

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 capability analysis, threat assessment, scenario analysis, futures and wargaming, procurement and sustainment, and OSINT optimisation.

To find out more about how Jane’s can provide answers to your most complex, critical, and urgent questions, contact us via janess@ihsmarkit.com
About IHS Markit

IHS Markit (Nasdaq: INFO) is a world leader in critical information, analytics, and solutions for the major industries and markets that drive economies worldwide. The company delivers next-generation information, analytics, and solutions to customers in business, finance, and government, improving their operational efficiency and providing deep insights that lead to well-informed, confident decisions. IHS Markit has more than 50,000 key business and government customers, including 80 percent of the Fortune Global 500 and the world’s leading financial institutions. Headquartered in London, IHS Markit is committed to sustainable, profitable growth.

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.
CONTACT US

AMERICAS
1300 Connecticut Ave, NW
Suite 800
Washington, DC 20036
United States

T +1 800 447 2273

ASIA-PACIFIC
8 Marina View
Asia Square Tower 1
#12-01
Singapore 018960

T +604 291 3600

EUROPE, MIDDLE EAST & AFRICA
Sentinel House
163 Brighton Road
Coulsdon, CR5 2YH
United Kingdom

T +44 (0) 1344 328 300

ihs.com/jdim