

## **Building Competitive Advantage**

Business is facing changes on a scale not seen in generations. The global economy and government guidelines, among other factors, are creating a perfect storm of issues leading to both threats and opportunities worldwide. Industry leaders need to guide their companies through these challenges with focused efforts on strategies that improve product planning, anticipate and plan responses to competitive threats, enable access to new markets, and maximize corporate resources. These strategies help companies pull ahead of competitors by minimizing threats and taking advantage of opportunities while reducing costs and increasing profit.

Fletcher/CSI provides a qualitative and quantitative research methodology that legally and ethically collects information directly from key competitive sources, such as competitor current and past employees, key decision-makers, industry thought leaders, supply chain contacts, government sources, distribution channels, and industry influencers such as consultants and regulators. Our team includes qualified, industry-specific researchers and analysts who provide the analytical foundation you need to understand your competitive environment.

We have the experience necessary to provide context and meaning behind the challenges uncovered through our research methodology. We deliver forward-thinking insights that give you critical understanding of your competitors' strategic actions and best-practice approaches. Our business experts help guide you in determining the strategies that will propel you past your competitors and realize your growth potential.

## Industry Knowledge Business Acumen



- Professional analysts with many years of functional experience in domestic and global industries including
  - Pharma
  - ▶ IT and IT Telco
  - Finance
  - Health Insurance
  - Insurance
  - Manufacturing
  - Chemicals
  - Green Energy
  - Healthcare

## **In-Depth Research & Analytics**



- Research capabilities
  - Our analysts come from industry
  - In-depth research experience
  - Primary research expertise
- Analytical capabilities
  - Ability to see the forest for the trees
  - Skilled at communicating trends, opportunities and threats

## Quality and Meaningful Deliverables

- Deliverables focused on client needs
  - Collected data and Information collated into concise reports to help illustrate trends
- Executive summaries with the added value of what the data means to your business issues
  - Hidden opportunities & threats
  - Potential paths to competitive advantage

You can find information on Fletcher/CSI's services on our website, or contact us by phone or email to talk to us