



# Verdantix Overview

Verdantix is an independent research and consulting firm with expertise in EHS, Operational Excellence and Smart Buildings Technologies. Through our research and consulting services we help corporate executives, investors, technology executives and services firm leaders to make robust, fact-based decisions. We are committed to delivering objective, timely, and accurate analysis to help our clients succeed.

## Research Coverage

Verdantix provides in-depth coverage of the technology innovations which are transforming operational excellence strategies in asset-intensive industries. For executives at technology and services firms selling into operations, engineering and maintenance our research provides a full portfolio of data and insights to drive growth strategies: customer priorities, budgets, purchase triggers, the competitive landscape, technology innovations and market forecasts. The research coverage helps operations, engineering and maintenance leaders to make better informed technology decisions and to evolve their approach to operational excellence with new concepts and techniques. Verdantix believes that the use of digital technology is vital to the success of high-performing industrial firms.

## 2020 Key Themes

The research plan articulates the key reports in the pipeline for 2020 that will enable our clients 50% of the total number of operational excellence reports which Verdantix will publish. New themes for 2020 include: the impact of digital twin strategies on operational excellence; overcoming IIoT implementation challenges; detailed product benchmarks of APM software and Industrial IoT platforms; connected worker solutions leveraging edge devices, mobile and wearables.

## Research Methodologies

Verdantix utilizes proven methodologies to deliver consistent analysis which facilitates client usage of our data and insights in actionable ways:

### Market Overview

Qualitative assessment of key trends, structures, and priorities in a specific market segment.

### Market Size & Forecast

Quantitative analysis of the size of a market and its growth prospects for the next 5 years or 20 years based on survey data and a forecast model.

### Smart Innovators

Qualitative analysis of an emerging group of suppliers, providing a definition of the market, categorization of suppliers, and explanation of customer needs.

### Green Quadrant

Benchmark of comparable suppliers in a market segment, including interviews with executives, interviews with 15 customers, and a 100 criteria or more assessment.

### Customer Survey

Phone interviews with more than 250 senior managers responsible for operational excellence in roles such as head of process safety, offshore installation manager and plant operations director.

### Best Practices

Qualitative research on best practices for a specific set of processes or areas of business activity which helps managers benchmark and improve performance.

### Buyer's Guide

Comprehensive analysis of all suppliers in a market segment to provide buyers with the information required to target a best-fit shortlist of vendors.

### Strategic Focus

Qualitative review of a developing EHS issue and a recommended approach for tracking it and aligning organizational resources.

# Operational Excellence

Our operational excellence research informs the innovation strategies of managers in operations, maintenance, engineering and process safety. We do this by providing in-depth research that links improvements in operational excellence strategies to APM software, digital twins, industrial IoT, connected worker platforms and real-time risk management.

## Q 1

### Buyer's Guide

Digital Twin Software For Industrial Facilities

### Market Size & Forecast

ORM Software 2020-26

### Strategic Focus

Preventing Serious Injuries & Fatalities

### Smart Innovators

Connected Worker Platforms

### Smart Innovators

IIoT Network Providers

### Strategic Focus

Wearables For Fatigue Monitoring

## Q 2

### Green Quadrant

APM Software

### Strategic Focus

Linking Risk Management For Workers & Assets

### Best Practices

IIoT For Asset Management

### Smart Innovators

Digital Twin Systems Integrators

### Software Benchmark

Asset Health Monitoring

### Smart Innovators

Augmented Reality For Remote Assistance

## Q 3

### Customer Survey

Operational Excellence Budgets & Priorities

### Customer Survey

Operational Excellence Tech & Services Brands

### Smart Innovators

Field Service Management

### Market Size & Forecast

Digital Twins For Industrial Facilities 2020-40

### Best Practices

Real-Time Industrial Risk Management

### Buyer's Guide

Virtual Reality Training Systems

## Q 4

### Green Quadrant

Industrial IoT Platforms

### Market Size & Forecast

APM Software 2020-26

### Strategic Focus

The Future Of Industrial Risk Management

### Market Size & Forecast

OpEx Digital Services 2020-26

### Market Overview

The Future Of Digital Twins

### Buyer's Guide

Distributed Control Systems

# Consulting Services

Our consulting services leverage the Verdantix research and data assets, built up over many years, covering EHS, Operational Excellence, Smart Building Technologies, Energy Services and Sustainability. Since 2008, Verdantix analysts have delivered confidential strategic consulting engagements and thought leadership marketing projects to more than 300 clients. Our consulting clients include Fortune 500 blue-chip corporations, private equity firms, a diverse range of technology vendors, and a wide range of environmental, business, and technology services firms.

## Client Profiles

Verdantix consulting services leverage our research insights, executive relationships, and data assets across the EHS, Operational Excellence, Smart Buildings, Energy Services and Sustainability markets.

We are subject matter experts in the markets we serve and only take on projects where we come to the table with existing market data, insights, and expertise. Typical client roles include:

- Corporate Executives in EHS, Operational Excellence, Real Estate, Energy & Sustainability Roles
- EHS Software Executives
- Smart Building Technology Executives
- Private Equity Investors
- Real Estate & Facilities Software Executives
- CEOs & Practice Leaders at Environmental, Sustainability & Technology Services Firms

## Market Offerings

Our market offerings are applicable to multiple markets given their focus on strategy, growth, and technology investment. We are frequently called on to deliver projects such as:

- Software vendor selection support to reduce risk and speed up project completion
- Market opportunity analysis based on customer interviews to expand revenues
- Go to market strategy review for new segments and/or new propositions
- Thought leadership studies to drive lead generation and brand awareness
- Commercial due diligence as part of an investment process
- Half-day and full-day strategy workshops to bring management teams up to speed

## Who Are We?

We are an independent research and consulting firm and the only organisation of our kind with expertise in EHS, Operational Excellence, and Smart Buildings Technologies. Through our research and consulting services, we help corporate managers, investors, technology executives and leaders make robust, evidence-based decisions.

To find out more or to subscribe today visit [research.verdantix.com/subscriptions](https://research.verdantix.com/subscriptions)

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