



# FROST & SULLIVAN

Database Guide

Learning Centre  
Indian Institute of Management Indore





# Introduction

Frost and Sullivan provide economic research and analysis, technical and market insights, financial benchmarking & analysis, etc.

Frost and Sullivan has focused on the following industries at the global & regional level:

|  |  |  |
|--|--|--|
| <b>Aerospace &amp; Defense</b>                 | <b>Business &amp; Financial Services</b>     | <b>Career Research</b>                 |
| <b>Chemicals, Materials &amp; Foods</b>        | <b>Information &amp; Communication Tech.</b> | <b>Consumer Products</b>               |
| <b>Education</b>                               | <b>Energy &amp; Power Systems</b>            | <b>Electronics and Security</b>        |
| <b>Environment &amp; Building Technologies</b> | <b>Healthcare</b>                            | <b>Industrial Automation</b>           |
| <b>Measurement &amp; Instrumentation</b>       | <b>Metals &amp; Minerals</b>                 | <b>Automotive &amp; Transportation</b> |



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# Home Page

The Database accessible through Institute IP, to access Click on the given link : <http://www.frost.com/reg/my-account.do>

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Quick search

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## Latest Research


Page 1 of 11,527

Market  Region  Type  Owned

- 2021 Frost & Sullivan Customer Value Leadership Award - The North American SMB Sales Force Automation Industry**  
Industry Research Analysis | 9B21/88 | Information & Communication Tech. | 24 Jun 2021
- 2021 Frost & Sullivan New Product Innovation Award - European Lightweight UAVs for the Agriculture Industry**  
Industry Research Analysis | 9541/DB | Aerospace & Defense | 24 Jun 2021
- 2021 Frost & Sullivan New Product Innovation Award - The European Airport Baggage Handling Industry**  
Industry Research Analysis | 9541/DC | Aerospace & Defense | 24 Jun 2021
- 5G Network Slicing Market Primed for Strong Growth in the Enterprise Segment**  
*Vertical 5G Solutions Drive Growth Opportunities for CSPs*  
Growth Opportunities | K62D | Information & Communication Tech. | 23 Jun 2021
- Consumer Communication Services (CCS) Tracker, Q1 2021**  
*Subscriber, Revenue, Net Add (Loss), Projection, and Market Share Tracker for Broadband, Video, Voice and Wireless Services*  
The Consumer Communication Services tracker for 2020 Q4 provides detailed information for several companies in the consumer communication services market for United States and Canada. The aggregated data—delivered by country, technology, and company—includes subscriber, revenue, net add (loss), projection, and market share. The compiled study includes the above information for wireless, video, voice and broadband services market. Research includes historic data as well. For wireless communication services information about postpaid and prepaid subscribers is included. For video market - cable connections, satellite connections and IPTV connections are included. Voice over Internet Protocol (VoIP) connections data is included in the voice services market. Broadband includes data regarding cable subscribers, DSL, FTTH and satellite connections. The tracker also includes the subscriber and revenue projection data still 2024. The study also highlights the current trends and recent developments in the market based on the research findings. This study would provide insights regarding emerging companies, technology, customer preferences, etc., thus providing a brief overview of market trends in telecommunications industry. Market Highlights: • Broadband Market • Video Market • Voice Market • Wireless Market  
Industry Tracker | 9A5C/3A | Information & Communication Tech. | 23 Jun 2021

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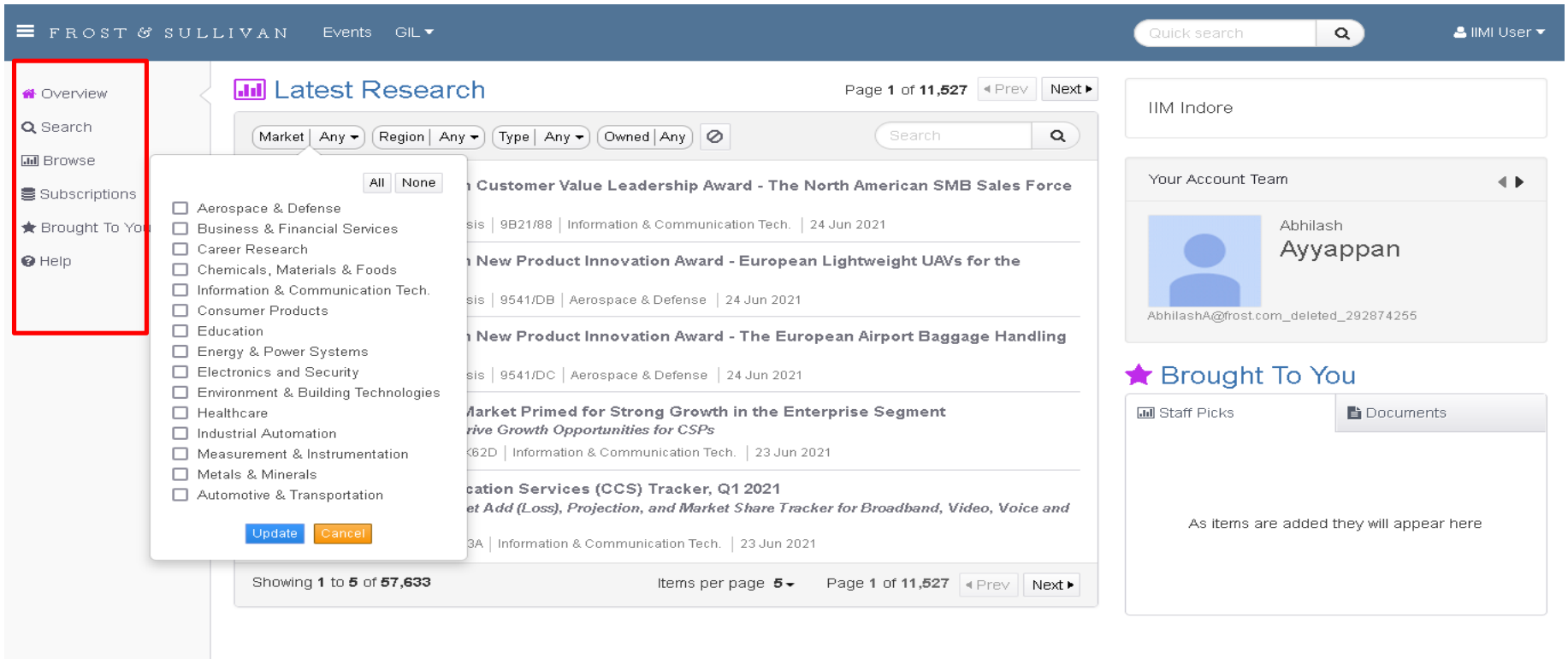
 Abhilash  
**Ayyappan**  
AbhilashA@frost.com\_deleted\_292874255

### ★ Brought To You

As items are added they will appear here

# NAVIGATION TOOLBAR

The **Navigation** toolbar contains everything you need to move around the portal. This toolbar can be accessed or minimized using the three bar symbol to the left of the **Frost and Sullivan** logo in the upper left hand corner of the page.



The screenshot shows the Frost and Sullivan portal interface. At the top left, there is a navigation menu with a three-bar icon and the following items: Overview, Search, Browse, Subscriptions, Brought To You, and Help. The 'Overview' item is highlighted with a red box. The main content area is titled 'Latest Research' and includes a search bar, filter options (Market, Any, Region, Any, Type, Any, Owned, Any), and a list of research articles. A dropdown menu is open over the filter options, showing a list of industry categories with checkboxes. The categories include: Aerospace & Defense, Business & Financial Services, Career Research, Chemicals, Materials & Foods, Information & Communication Tech., Consumer Products, Education, Energy & Power Systems, Electronics and Security, Environment & Building Technologies, Healthcare, Industrial Automation, Measurement & Instrumentation, Metals & Minerals, and Automotive & Transportation. The dropdown menu also has 'All' and 'None' radio buttons and 'Update' and 'Cancel' buttons. The main content area shows several research articles, including 'Customer Value Leadership Award - The North American SMB Sales Force', 'New Product Innovation Award - European Lightweight UAVs for the', 'New Product Innovation Award - The European Airport Baggage Handling', 'Market Primed for Strong Growth in the Enterprise Segment', and 'Communication Services (CCS) Tracker, Q1 2021'. The bottom of the page features a footer with the Frost and Sullivan logo and 'Privacy Policy' link.



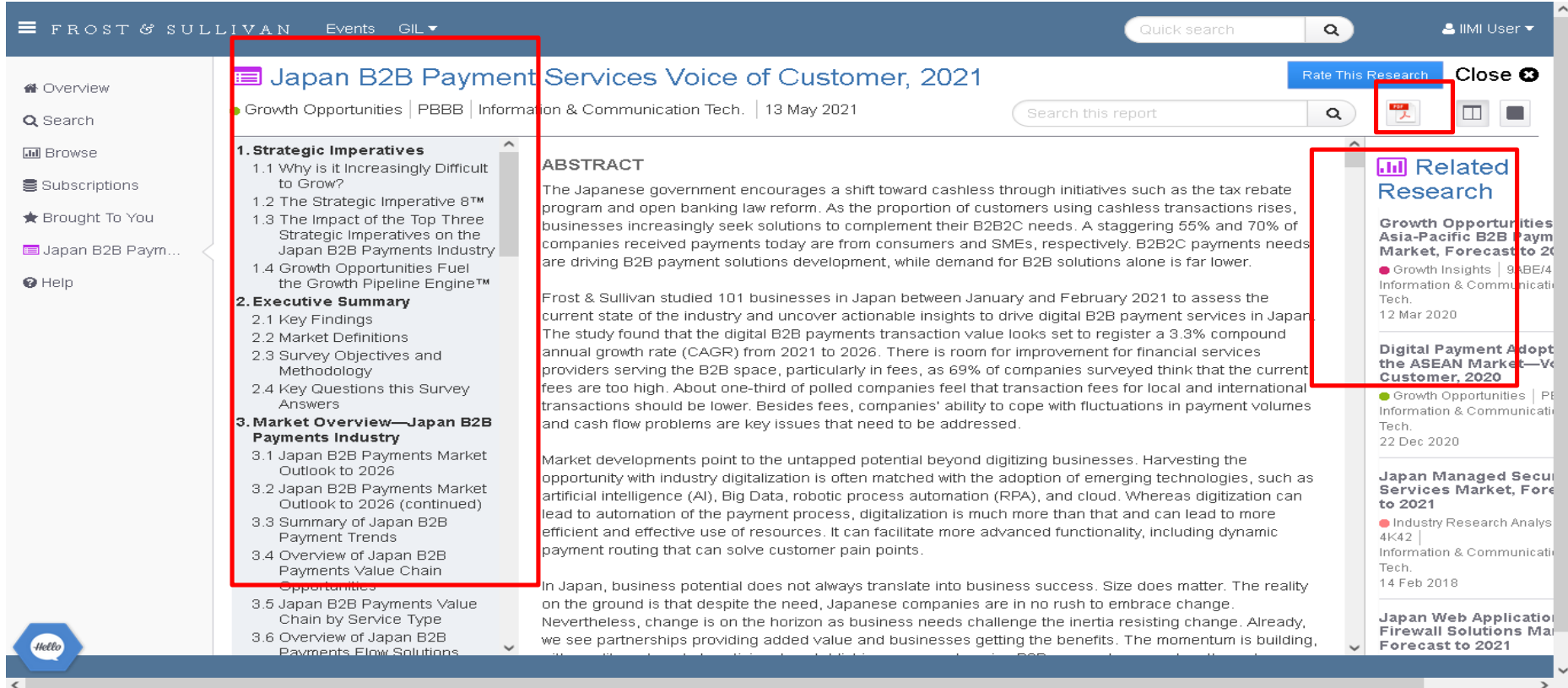
# LATEST RESEARCH & FILTERS

Latest Research is a chronologically ordered list of all of the research deliverables in frost.com. The filters allow users to filter to their specific preferences. Latest Research functions differently than the main Search engine. The Search box in this section allows you to add a free text filter to the other predefined filters. If you use a Search term, the results will display in order of Relevancy. Without a search term, the results are in chronological order.

The screenshot displays the Frost & Sullivan website interface. At the top, there is a navigation bar with the company name, 'Events', and 'GIL'. A search bar is located on the right side of the header. The main content area is titled 'Latest Research' and shows a list of research reports. A red box highlights the filter and search controls, which include dropdown menus for 'Market', 'Region', 'Type', and 'Owned', along with a search input field. A dropdown menu is open, listing various industry categories such as Aerospace & Defense, Business & Financial Services, Career Research, Chemicals, Materials & Foods, Information & Communication Tech., Consumer Products, Education, Energy & Power Systems, Electronics and Security, Environment & Building Technologies, Healthcare, Industrial Automation, Measurement & Instrumentation, Metals & Minerals, and Automotive & Transportation. The list of reports includes titles like 'Customer Value Leadership Award - The North American SMB Sales Force' and 'New Product Innovation Award - European Lightweight UAVs for the...'. The bottom of the page features a footer with the 'Hello' logo, 'Sullivan', and 'Privacy Policy'.

# ACCESS FULL REPORT

User can see full content and read it online and download the full report by clicking on the PDF icon. The related research will also show on the left-hand side under the related Research panel.



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## Japan B2B Payment Services Voice of Customer, 2021

Growth Opportunities | PBBB | Information & Communication Tech. | 13 May 2021

Search this report

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- Brought To You
- Japan B2B Paym...
- Help

### 1. Strategic Imperatives

- 1.1 Why is it Increasingly Difficult to Grow?
- 1.2 The Strategic Imperative 8™
- 1.3 The Impact of the Top Three Strategic Imperatives on the Japan B2B Payments Industry
- 1.4 Growth Opportunities Fuel the Growth Pipeline Engine™

### 2. Executive Summary

- 2.1 Key Findings
- 2.2 Market Definitions
- 2.3 Survey Objectives and Methodology
- 2.4 Key Questions this Survey Answers

### 3. Market Overview—Japan B2B Payments Industry

- 3.1 Japan B2B Payments Market Outlook to 2026
- 3.2 Japan B2B Payments Market Outlook to 2026 (continued)
- 3.3 Summary of Japan B2B Payment Trends
- 3.4 Overview of Japan B2B Payments Value Chain Opportunities
- 3.5 Japan B2B Payments Value Chain by Service Type
- 3.6 Overview of Japan B2B Payments Flow Solutions

### ABSTRACT

The Japanese government encourages a shift toward cashless through initiatives such as the tax rebate program and open banking law reform. As the proportion of customers using cashless transactions rises, businesses increasingly seek solutions to complement their B2B2C needs. A staggering 55% and 70% of companies received payments today are from consumers and SMEs, respectively. B2B2C payments needs are driving B2B payment solutions development, while demand for B2B solutions alone is far lower.

Frost & Sullivan studied 101 businesses in Japan between January and February 2021 to assess the current state of the industry and uncover actionable insights to drive digital B2B payment services in Japan. The study found that the digital B2B payments transaction value looks set to register a 3.3% compound annual growth rate (CAGR) from 2021 to 2026. There is room for improvement for financial services providers serving the B2B space, particularly in fees, as 69% of companies surveyed think that the current fees are too high. About one-third of polled companies feel that transaction fees for local and international transactions should be lower. Besides fees, companies' ability to cope with fluctuations in payment volumes and cash flow problems are key issues that need to be addressed.

Market developments point to the untapped potential beyond digitizing businesses. Harvesting the opportunity with industry digitalization is often matched with the adoption of emerging technologies, such as artificial intelligence (AI), Big Data, robotic process automation (RPA), and cloud. Whereas digitization can lead to automation of the payment process, digitalization is much more than that and can lead to more efficient and effective use of resources. It can facilitate more advanced functionality, including dynamic payment routing that can solve customer pain points.

In Japan, business potential does not always translate into business success. Size does matter. The reality on the ground is that despite the need, Japanese companies are in no rush to embrace change. Nevertheless, change is on the horizon as business needs challenge the inertia resisting change. Already, we see partnerships providing added value and businesses getting the benefits. The momentum is building.

### Related Research

- Growth Opportunities Asia-Pacific B2B Payment Market, Forecast to 2026**  
● Growth Insights | 9 ABE/4 Information & Communication Tech. 12 Mar 2020
- Digital Payment Adoption the ASEAN Market—Voice of Customer, 2020**  
● Growth Opportunities | P Information & Communication Tech. 22 Dec 2020
- Japan Managed Security Services Market, Forecast to 2021**  
● Industry Research Analysis 4K42 | Information & Communication Tech. 14 Feb 2018
- Japan Web Application Firewall Solutions Market, Forecast to 2021**



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# ADVANCED SEARCH

The main Search engine have several helpful filters. On the left are the Market, Region and Deliverable type filters. To the right of the search field and you will see additional filters and a magnifying glass with a plus sign for the Advanced Search. You can also Clear All Filters or Save the Search in this section as well as filter by Date, by Ownership and by Relevancy.

The screenshot displays the Frost & Sullivan search interface. The top navigation bar includes the company name, 'Events', 'GIL', a 'Quick search' field, and a user profile 'IIMI User'. The left sidebar contains navigation options: Overview, Search (highlighted with a red box), Browse, Subscriptions, Brought To You, Japan B2B Paym..., and Help. The main search area shows a search for 'India' with a magnifying glass icon and a plus sign for advanced search. Below the search field, there are filters for 'Match | Broad', 'Since 2000', 'Owned | Any', and 'Sort by | Relevance'. A 'Find content containing' dialog box is open, allowing users to specify search criteria: 'all these words', 'any of these words', 'not these words', 'the whole document', 'broadly', 'for industry', 'in region', and 'published since'. The search results list several articles, including '2021 Frost & Sullivan Company of the Year Award - The India Digital Transformation in Logistics and Railroads Industry Excellence in Best Practices' and 'Connected LED to Drive the Next Wave of Growth for the Lighting Market in India'. On the right side, there are three filter sections: 'Industry Filters' (Market), 'Region Filters' (Region, Country), and 'Deliverable Types' (Type). These filter sections are also highlighted with a red box.



# Thank You

Please write back at  
[library@iimidr.ac.in](mailto:library@iimidr.ac.in)  
for further help/clarification.

