Application Area Assessment and Competitor Intelligence for Float over Techniques



Client	A leading EPC firm			
Industry	Lifting Solutions			
Products	Strand Jack – Float over Solution			

## Background

 The Client wanted to understand technological advances in float over solutions with specific focus on strand jack technique and competitors activity in the domain of float over solutions.

## **Key Business Questions**

- What is the current market & technology landscape for strand jack lifting technique and how it has evolved over a period of time?
- Who are the major players providing this technique?
- What are competitors doing in the space of strand jack lifting technique?

## **Engagement Scope**

period of time?

1	Technology Assessment	2	Competitor Analysis	3	Key Finding and Conclusions
•	What different types of float over concepts available for heavy lifting?	•	Which companies are developing heavy lifting solutions required for oil and gas applications?	•	Where are leading players in developing innovative concepts for heavy lifting?
1	What are technical capabilities that differentiates strand jack from the other lifting techniques??		What is the patenting trend around strand jack? What are different steps involved in float over	- -	Which universities are on the forefront of developing such concepts?
	Which players are active in developing solutions and how are these solutions perceived by oil and gas industry?		solution?	1 1 1 1 1	Other than lifting capacity, which other parameters are considered while selecting lifting technique?
	How has strand jack technique evolved over a				

## **Research Methodology**

#### Secondary Research

- Conducted desk research studying company website, annual reports, press releases, etc.
- Referred paid data sources such as market research reports, Web of Science, Thomson Innovation, etc.

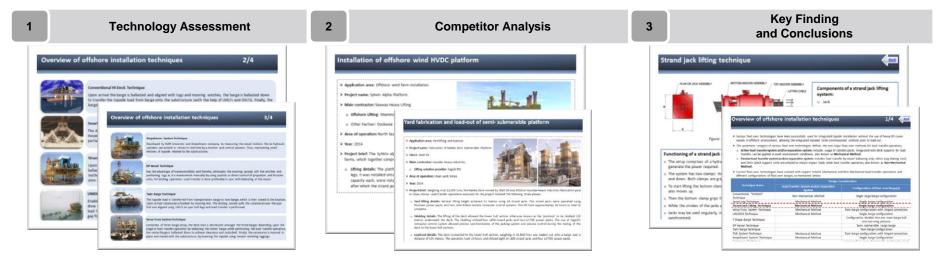
#### **Primary Research**

- 20+ Telephonic interview with suppliers and technology developers.
- 10+ Expert consultations.

## **Sample Analysis**

## **Benefits to Client**

- The report helped client gain visibility about active players, for the implementation of the technology.
- Helped gaining insights into details of the projects executed by competitors within the target industry.
- Assisted in identification of new business opportunities, by exploring new application areas in offshore environment.



# Thank you

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