



Mining Parts and Equipment Supplier Identification

Case Study

Mining Parts and Equipment Supplier Identification

Client	A leading industrial machinery manufacturer
Industry	'Industrial Machinery '
Products	Mining Machinery and Parts

Context

- Client is looking to evaluate the global mining market landscape to identify the suppliers and distributors of mining products at mine sites, to prepare a global mine site database – with the list of major suppliers of parts and equipment to each mine site across the globe

Key Questions

- Which are the key distributors of mining products across the globe?
- What products do they offer?
- Which are the key suppliers of products for each mines site?

Engagement Scope

1 **Product Identification**

- What are the various categories of mining parts and equipment in the aftermarket?
- What is the segmentation of these parts and equipment?

2 **Supplier Identification**

- Which are the active mine site across target geographies?
- Who are the suppliers in those target geographies? What are there product offerings?

3 **Key Findings and Conclusions**

- Which are the key suppliers in the target geographies? What are there product offerings?
- Which segments parts and equipment's are widely supplied by these supplier.

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Research Methodology

Secondary Research

- Conducted desk research to gain an overall understanding of the mining equipment supplier landscape and their key product offering.
- Referred 'industry associations', 'company websites', 'journals', 'subscribed databases', 'news sources' and press releases'.

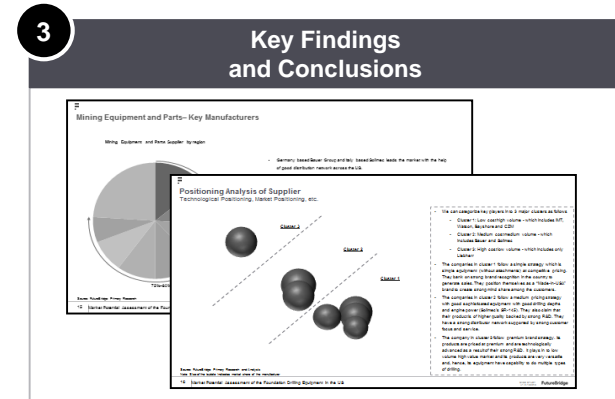
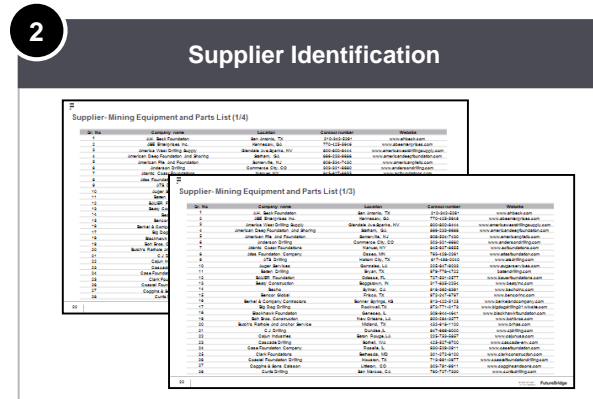
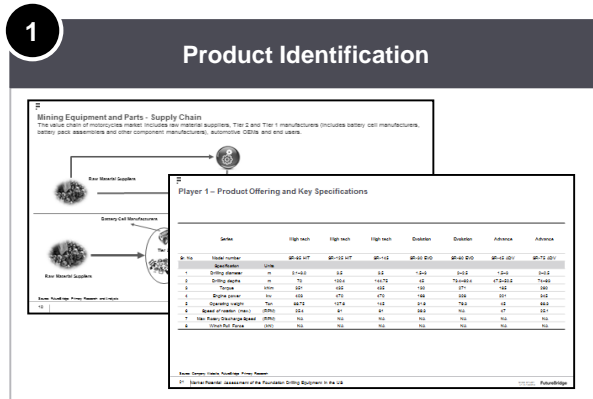
Primary Research

- 5000+ Telephonic interviews with mining parts and equipment supplier and industrial equipment manufacturers. Conducted expert consultations with CXOs with >20 years of experience in the domain.

Benefits to Client

- FutureBridge's insights helped the Client's Mining team to prepare a go-to-market strategy by collaborating with the identified distributors for supply of their lighting products to the mines.

Sample Analysis



Thank you

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