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

Engagement Scope

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?

Product Identification	2 Supplier Identification	3 Key Findings and Conclusions
/hat are the various categories of mining parts and quipment in the aftermarket?	 Which are the active mine site across target geographies? 	 Which are the key suppliers in the target geographies? What are there product offerings?
hat is the segmentation of these parts and uipment?	 Who are the suppliers in those target geographies? What are there product offerings? 	 Which segments parts and equipment's are widely supplied by these supplier.

1

Mining Parts and Equipment Supplier Identification

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

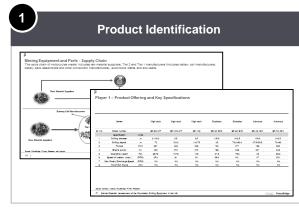
 5000+ Telephonic interviews with mining parts and equipment supplier and industrial equipment manufacturers. Conducted expert consultations with CXOs with >20 years of experience in the domain.

2

Benefits to Client

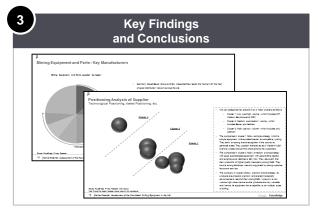
 FurtureBridge's insights helped the Client's Mining team to prepare a go-to-market strategy by collaborating with the identified distributors for supply of their lighting products to the mines.

Sample Analysis



Supplier Identification

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		20	Buch's Rattole and anchor Service		dand, TX	432-618-1100	www.brhas.com
		21	C J Drilling		Lindes (L	847-868-8000	www.ajatting.com
		22	Calun Industries		h Raupe,Ló	225-759-5457	www.cajunosa.com
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		24	Case Foundation Company		ceala, L	690-509-0911	www.casafoundation.com
		25	Clark Foundations		Heada, MD	\$01-272-8120	www.clarkconstruction.com
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Thank you

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