



Cambashi Investor Tactical Support Service

- Accelerate your investment origination
- Rapidly assess target sectors/subsectors
- Make informed decisions with confidence

Benefits

Market intelligence for decisions and action



Cambashi supports the pre-investment committee (IC) preparation stage: industry trends, thematic tracking, market segmentation and provider analysis.

Project Consulting



We understand that investor teams do not want to spend hours trying to become a "temporary" expert. It's simply not a productive use of your time and talent.

Reliable insights



In-depth market insight – Our analysts have long years of experience working in the banking and equity research industries and providing analytical assessment.

Save your time



We are pleased to be able to provide "off-the-shelf" datasets and dataset extractions quickly.

Global – but granular



Granular to country level – tailored to a particular industry view or sub-sector performance.

Cambashi serves investor clients by providing data and insights to support critical decisions and undertakes analysis of companies in the "sweet spot" of their investment strategy. Our database includes coverage of medium sized firms, which represents valuable, hard to get information.

Cambashi has a successful track record in supporting Investor firms with target identification and commercial validation in the Engineering and Industrial software space.

Our new investor service provides on-going and immediate access to datasets and insight tailored to requirements on a flexible and as needed basis.

Typical questions we answer

- What is the historical growth of the market and the projected growth over the next 5 years?
- Which sub-segments are growing faster than others?
- Who are the main competitors? Can you identify disruptive, new entrants?
- Who is growing fast in the burgeoning BIM, CAE and Industrial IoT Space?
- Can you help us with commercial validation of targeted firms?
- Can you help us evaluate a firm's ability to achieve its forecast projections?
- Can you provide an assessment of segments in terms of potential users (licenses) as well as revenue?

Investor Service Deliverables

Industry Datasets



- Off-the-Shelf data
- Dataset extractions
- Trends
- Market Share

Analyst Briefings



- Qualitative assessments
- Vendor insight
- Thematic overview
- Sector performance

Data Projections



- Forecasts
- Sector performance
- Individual player performance

Sub-Sector Research



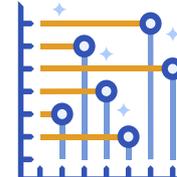
- Vendor Selection
- Industry selection
- Country selection
- Custom Segmentation

Company Assessment



- Competitive Analysis
- Commercial Appraisal
- Strategic M&A
- Score Card

Rising Stars

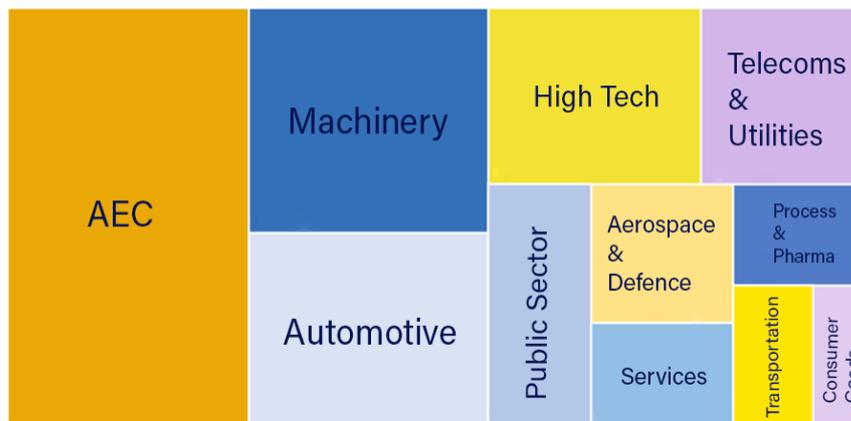


- Rising Star Analysis
- Competitive Analysis
- Summary report
- Trends

Cambashi's total market coverage with relative industry sizing

Cambashi uses a combination of primary public sources, econometric forecasting, and its own sources to analyze software revenues for:

- Industrial IoT (IIoT)/Connected Applications
- Building Information Modelling (BIM)
- Manufacturing Operations Management (MOM)
- Product Lifecycle Management (PLM)
- Computer-Aided Technologies (CAx)
- Geographic Information Systems (GIS)



Cambashi's total PLM/CAx/BIM/GIS/MOM/IIoT Engineering Software market coverage is shown above with relative industry sizing based on actual global software revenues.

Pricing

We recognize that each client only wants to pay for what they specifically need from an external source, so access to Cambashi's Investor Support Program varies in size, scope, and structure, and is usually linked to a specific investment under consideration.

Flexible Datasets can be extracted according to your needs and budget.

Guidelines:

- Flexible
- Low entry level
- Each unit - \$1k

Requirement	Units Range	Factors
Industry Dataset	From 3	Depends on scope
Analyst Briefing	From 2	Standard or customized
Sub-sector Research	From 3	Depends on scope
Company Assessment	From 4	Standard or customized
Rising Stars top 10	From 3	Standard or customized