

## The definitive source of OEM global production and forecast data

### Frequently Asked Questions

#### **What is the scope of your data?**

More than 5,000+ OEMs, 13 Industry Segments, 90+ Application Classifications, 200+ Product Categories, 75+ fields and more than 185,000 records.

#### **Where do you get your data?**

Power Systems Research develops industry production data through a combination of both primary and secondary research. A team of experienced analysts conduct regular conversations with OEMs, component suppliers, dealers, distributors, trade associations, and industry experts, along with published company filings, news media, etc. They identify thousands of hard data points as well as a broad range of statistics and industry-specific information. Combined with the hundreds of industry benchmarks PSR compiles, our analysts can effectively verify individual data points with comparative analysis and triangulation techniques.

#### **How accurate is your data? How do you know?**

PSR's global data is considered by the company's clients to be some of the best available. They rely on the insights this data brings to their decision-making process, year after year. Because of the nature of the industry sectors for which the data is compiled, there are few reference resources available. This makes it imperative to employ a rigorous and consistent methodology to assure accurate, reliable results.

In cases where triangulated estimation is necessary, results can be verified against an extensive in-house database of industry benchmarks. Such benchmarks include industry production and sales statistic as well as individual company sales and production reports. Technical data, including engine specifications, is obtained through OEM channels.

#### **Is your data global?**

All PSR databases are global in scope with the data tabulated by region and country.

#### **How often is the data updated?**

Production data and forecasts are updated at the beginning of each calendar quarter. Subscribers are provided with a quarterly Update Bulletin that highlights significant data changes and revisions, along with an overview of the individual forecast trends and developments in each of the major global regions by industry segment.

#### **How can I have access to the data?**

Annual subscription agreements are available for all Power System Research databases. These offer unlimited online access to the production and forecast data, as well as support documentation, quarterly country economic profile reports, and access to PSR's client support services. Data also can be supplied as a single extract file, typically delivered in an Excel™ spreadsheet-format.

#### **Is there a free trial version?**

There is no trial version available. However, it is possible to obtain a sample of the data you may be considering. Please contact your account representative (or email [info@powersys.com](mailto:info@powersys.com)) for more information.

#### **Do you get forecasts from each OEM in the database?**

Although PSR's team of analysts is in contact with OEMs across the globe on a regular basis, all forecasts are developed through demand-based analysis, and are not an aggregation of individual OEM projections. Power Systems Research bases its forecast on factors that include economic indicators with specific weighting for each individual market segment, along with manufacturer growth rates, vehicle/ equipment drive type, engine fuel, power range, geographic market traits, and other industry metrics. Analysts from around the world evaluate forecast trends for each market segment and geographic region to incorporate nuances in the markets they monitor during a series of roundtable reviews before forecast data is finalized for each quarterly update. This is a rigorous process that is followed consistently from one calendar quarter to the next.

