

# Etudes de marché Frost & Sullivan – Pôle Skywin (année 2022)

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## 1 DESCRIPTION :

L'ASBL Skywin Wallonie (appelée Pôle Skywin ou Skywin Cluster) a souscrit une licence jusqu'au 31 décembre 2022 auprès de Frost & Sullivan pour accéder aux études relevant des domaines suivants : **Chemicals & Materials, Aerospace & Defence, Energy & Power Systems and Services, Environmental Services and Equipment, Transportation and Logistics, Automotive Equipment and Services, Building Technologies and Services, Medical Devices, Test, Measurement & Instrumentation, Industrial Products, Automation & Engineering, Electronics & Semiconductors.**

Les services associés sont repris ci-dessous :

Service Element	Description
<b>Market Engineering</b>	Market forecasts, drivers and restraints, as well as qualitative analyses on key growth challenges and opportunities for competitors across the value chain
<b>Technical Insights</b>	Relevant Technical Insights Alerts and Technical Insights subscription, covering emerging technologies, ground breaking R&D and technology innovation
<b>Customer Research</b>	In depth evaluation of customers needs, vendor perceptions and strategic implications developed through customer surveys and analyses
<b>Economic Research and Analysis</b>	Economic Impact Articles, Country Industry Forecasts, and Decision Support Databases that analyse impact of economic/demographic trends
<b>Financial Benchmarking and Analysis</b>	Analysis of financial strategy alignment with growth opportunities
<b>Analyst Briefings</b>	Analyst chaired webinars that provide insights and growth implications for specific companies
<b>Market Insights</b>	Topical, issue based articles or in-depth analyses that capture analyst opinions and insights

Dans le cadre de cet accord, le Pôle Skywin peut transmettre une copie pdf des études relevant de ces domaines et services à ses membres en vue de projets collaboratifs.

Ces études pourront être obtenues sans frais pour les membres moyennant le respect des termes et conditions ci-dessous.

## 2 TERMES ET CONDITIONS

L'organisme souhaitant bénéficier d'une ou plusieurs études au travers de la licence de l'ASBL Skywin Wallonie (appelée Pôle Skywin ou Skywin Cluster) s'engage à

1. être membre du Pôle Skywin et à être en règle de cotisation au plus tard à la date de sa demande ;
2. ne pas transmettre l' (les) étude(s) en tout ou en partie à un autre organisme (même au sein d'un même groupe) ;
3. ne pas transmettre l' (les) étude(s) en tout ou en partie à des personnes de son organisme autres que celles reprises dans ce document (la modification des personnes autorisées peut se faire sur demande et moyennant l'acceptation du Pôle Skywin) ;
4. respecter les termes et conditions qui lient le Pôle Skywin à la société Frost & Sullivan repris ci-dessous :

- **General description:**

This is a license for 6 Users authorised by Skywin Cluster. This includes Growth Team Membership for all authorized users. Access is limited to Users authorised by Skywin Cluster within the client organisation. It does not extend to employees of other Client divisions, groups or individuals. The specific names of users will need to be confirmed at the time of initiation of the service. Any User may be changed during the license period at Skywin Cluster's request. Additional licenses can be added for an additional cost.

- **Special Conditions:**

Skywin Cluster is authorised to share the copies of reports by PDF with their member companies for needs related to joint projects

- **Terms & Conditions**

"Pole Skywin" is hereafter referred to as the "client."

- a. The entire amount of the investment is fully payable by "Pole Skywin" upon initiation of the service and receipt of invoice from Frost & Sullivan. Invoiced amounts which have not been paid within 30 days after the due date will thereafter, until paid, be subject to a late payment charge at the lesser of 1.5% per month or the maximum rate permitted under applicable law.
- b. All services identified above will be made available to client via customised portals on frost.com. Access to these services will be valid only for the specific time periods identified for each service. Failure on the part of client to renew the services on or prior to the renewal date will lead to the termination of access to all relevant services.
- c. You must be an authorised Licensed User to access Frost & Sullivan research or analysts. Passwords and documents may not be shared with non-Licensed Users either inside or outside the client's organisation.
- d. Frost & Sullivan monitors client company usage patterns. Unusual or excessive usage patterns may be audited. Services are to be used for each Licensed User's individual business purposes for the benefit of the Licensed User.

- e. Any Frost & Sullivan material submitted to the client is for client's internal use only. Client may not resell or otherwise commercially gain from divulging the material to third parties without written consent from Frost & Sullivan.
- f. If client is acquired by, or acquires another company within the term of this agreement, any outstanding balance for this contract shall be accelerated and become due and immediately payable. All remaining terms of this contract will need to be renegotiated and the account may be temporarily suspended until a new contract is in place.
- g. Client is responsible for the payment of any present or future sales, use, excise or other similar tax (excluding taxes based on Frost & Sullivan's net income) applicable to the services provided e.g. VAT
- h. Frost & Sullivan may refer to client as a Frost & Sullivan client in collateral marketing materials.
- i. Client hereby grants Frost & Sullivan the limited, worldwide, non-exclusive right to use, reproduce, distribute (directly or indirectly), transmit, publicly display and publicly perform (digitally or otherwise) any of their trademarks, trade names, service marks and logos.

### 3 DEMANDE

Par la présente, je demande à l'ASBL Skywin Wallonie (Pôle Skywin) d'avoir accès à (aux) étude(s) suivantes (s) :

Titre d'études trouvées sur le site de <a href="http://www.frost.com">www.frost.com</a>

La liste des personnes au sein de mon organisme qui auront accès à cette (ces) étude(s) est la suivante :<sup>1</sup>

Nom	Prénom	Titre/fonction	E-mail

#### Déclaration, engagement et signature

Je soussigné,..... [Nom, Prénom, Titre]  
représentant de ..... [Organisme] dont le siège est  
établi ..... [Adresse, Numéro, Code Postal, Ville],  
déclare avoir pris connaissance des termes et conditions repris ci-dessus et m'engage à les respecter.

Fait à \_\_\_\_\_, le \_\_\_\_\_ 2022

Signature (précédée de la mention « lu et approuvé » et parapher chaque page)

<sup>1</sup> Cette liste peut être modifiée sur demande au Pôle Skywin