

Economic Analysis and Forecasting Services



ECONOMICS

BIS Shrapnel is Australia's leading economic forecasting company. As well as our multi-client subscription services, we regularly undertake commissioned work for our clients, addressing their specific research and forecasting requirements. We are unique in the combination of core disciplines which we can utilise in this work, incorporating:

- Economic analysis and forecasting,
- Original market research, and
- Detailed industry knowledge and analysis.

Our team of economists and analysts embody a strong research expertise in many industry sectors, including manufacturing sub-sectors, mining, building and construction, property, transport, utilities, retail and hospitality, financial services and information technology. Our role is to provide outsourced research to aid informed management decisions.

Product Demand Forecasting

BIS Shrapnel regularly constructs user-friendly models which forecast demand for clients' products and services, focussing on the implications of cyclical swings. Clients use these forecasting models for investment evaluation, budgeting, sales forecasting and strategic planning.

Working from the bottom up, we identify client 'end-use sectors', the nature and drivers of demand in each sector and their relative importance to demand. We combine our clients' knowledge with our existing expertise and, sometimes, original market research, to build an understanding of the drivers of market demand. The end result is a flexible model which translates our forecasts of 'end-use' sector activity to forecasts of demand for your products and services.

Briefings and Strategic Workshops

We regularly undertake workshops that help clients address planning issues such as:

- The impact of future market conditions on demand and business conditions.
- Opportunities and threats arising from changing market conditions.
- What does that mean for us?
- What risks do we face, and what risks are we prepared to take? What are our constraints and opportunities?
- What should we do? What do we need to do?

These workshops are a valuable part of any planning or strategy exercise. They quickly create a focus on the most important market issues, facilitate the recognition of the need for change, and can be a catalyst for appropriate action.

Economic Evaluations and Submissions

Clients also call on us to provide expert, independent economic evaluations and submissions, such as:

- Financial feasibility studies and discounted cash flow analysis on projects
- Economic impact assessments
- Investment evaluation of alternative land uses (residential vs commercial etc).
- Evaluation of competing development tenders and
- Economic submissions for use in commercial negotiations and advocacy with the public sector and regulating agencies.

Contact Us

To discuss further, please call or email us:

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