

# PUBLICATIONS GUIDE **2017**

MARKET-LEADING ANALYSIS OF THE  
INTERNATIONAL WATER INDUSTRY



[www.globalwaterintel.com](http://www.globalwaterintel.com)

# GLOBAL WATER INTELLIGENCE MAGAZINE

READ BY THE WORLD'S WATER BUSINESS LEADERS  
AND WRITTEN BY WATER EXPERTS

Annual  
Subscription:  
£995/\$1,550



## WHAT OUR SUBSCRIBERS SAY:

*"GWI is truly one of the world's leading water specific publications. We find tremendous value in their unbiased articles, independent analysis and market updates. Furthermore, their articles are well written by experts who understand the global water industry, the terminology and the market challenges."*

Ralph Exton, CMO for GE Water & Process Technologies

*"GWI keeps me up to date with the emerging water markets and key technical issues. It provides an excellent summary of the main significant projects, background on companies, investors, markets and the movers and the shakers."*

Graham Bateman, Mott MacDonald

Global Water Intelligence is your monthly industry leading publication for market data, competitive intelligence, innovation tracking and project leads.

This publication offers exclusive monthly analysis of market developments and regional trends in water and desalination, project financing and industry-leading technology intelligence.

Top executives and leaders from the largest private water corporations, savvy tech startups, public utilities, ministries and associations as well as consultants, financiers and financial institutions read GWI Magazine every month.

## ACCESS:

- Market strategy data
- Financial outlooks, M&A tracking and investment opportunities
- Competitive intelligence
- Technology reviews and market insights
- Industrial end-user perspectives
- 1,000 Project leads for water, wastewater and desalination



## INSIGHTS FROM THE EXPERTS

From Christopher Gasson's insight column and Debra Coy's Americas commentary to expert technology coverage from Tom Pankratz, we garner insights and opinions from key figures from the highest levels of the industry. They share their knowledge of key topics and segments of the market, giving you the foresight you need to make smart strategic decisions.



## INTELLIGENCE AND FINANCE

The intelligence section offers exclusive analysis of market developments, tracks mergers and acquisitions, and regional trends in water and desalination. This is the only water industry publication to provide consistent financial coverage, keeping track of investment opportunities, water stocks and the flow of finance through the water sector.



## REGIONAL NEWS

We go beyond telling you the news, we provide analysis that will help you assess the impact market developments will have on your business. Our regularly updated market data and articles include recent developments occurring within the water and desalination sector of every world region.



## PROJECT TRACKERS

Each water project is tracked from conception to completion, giving you the information you need to get involved often before they go to tender. We list the hottest projects so you can see the challenges and opportunities and identify the projects that are most suited to your business.



## CHIEF TECHNOLOGY OFFICER

This section is the ultimate technology intelligence centre for key technology decision makers. It includes industry-leading coverage of the most important technology markets, and expert reviews of the latest technologies and innovations in the water and wastewater industries.



## WATER LEADER

The Water Leaders section sets out to facilitate innovation by drawing on the expertise of the most forward thinking utility CEOs. By tapping into the expertise of water leaders from across the world, The Global Water Leaders Group aims to develop and deploy a common solution.

## ANNUAL SUBSCRIPTION BENEFITS

- 10 online users per office location
- Access to over 1,000 live project trackers
- Weekly news and insights direct to your inbox
- Annual stocks review
- US contract ops market feature



## THE MOST COMPREHENSIVE AND INTUITIVE MARKET INTELLIGENCE PLATFORM FOR THE GLOBAL WATER SECTOR

**For the first time ever, Global Water Intelligence brings together its large body of research, industry-renowned data, forecasts and analysis into a powerful, actionable platform that can generate the information you need immediately, saving you days of research and streamlining your business planning process.**

### [www.gwiwaterdata.com](http://www.gwiwaterdata.com)

No more searching many sources to find the information you need. Everything is at your fingertips. It includes sophisticated internal features to integrate the tool into your workflow, manipulate data and build your presentations.

Access a global picture, overviews of key regions and markets and then dive deeper to understand the market dynamics and competition, opportunities, market entry barriers and the future of markets key to your business. Our team of research experts update the platform regularly to reflect critical developments that might affect your strategy.





## DISCOVER

Uncover opportunities in your target markets and discover new development opportunities



## MAKE SMART DECISIONS

Drill-down into the data relevant to your business, save content and customise graphs and charts. WaterData lets you view the information that matters to you and your company.



## DEVELOP

Once your due diligence is complete, use WaterData to develop a strategy to take to your board. Create a project space, collate information and build presentations.



## TAKE THE LEAD

WaterData puts you in a position of power. Predict and find out about market developments ahead of your competitors and monitor the activities of key market players.

## FEATURES BUILT WITH YOUR EVERYDAY TASKS AND CHALLENGES IN MIND



Regular updates



Analysis



Data



Powerpoint slides



Excel Downloads



Favourites

The screenshot displays the Qwi WaterData web application interface. The top navigation bar includes the Qwi logo and 'WATERDATA' text. The main content area is divided into two panels. The left panel, titled 'DOWNLOADS', features a search bar and a table of download records. The right panel, titled 'YOUR SLIDE DECKS', displays a grid of presentation thumbnails with titles like 'Pharmaceuticals forecast', 'Q&A presentation 16/1/16', 'Paris', and 'Chemicals presentation'. Each thumbnail includes a small chart and 'EDIT' and 'DOWNLOAD' buttons. The footer of both panels contains the Qwi logo and links for 'Privacy Policy', 'Copyright', 'Sitemap', and 'Terms & Conditions'.

ID	SEARCH NAME	FILENAME	CREATED AT	UPDATED AT	STATUS	ACTIONS
3048	North America 13/12/16	North America download_1481638007	2016-12-13 14:06	2016-12-13 14:06	complete	EDIT DOWNLOAD
3675	Paris utilities	Paris utilities_download_1495284824	2016-10-12 19:36	2016-11-18 16:12	complete	EDIT DOWNLOAD
7392	PSP France	PSP France_download_1503850089	2016-07-21 14:06	2016-11-19 14:09	complete	EDIT DOWNLOAD
9371	Forecast Germany	Forecast_Germany_download_1449638007	2016-09-21 12:46	2016-12-13 14:06	complete	EDIT DOWNLOAD
6384	Spain chemicals	Spain chemicals_download_1480577802	2016-11-09 09:23	2016-12-13 14:06	complete	EDIT DOWNLOAD
3819	North America 11/11/16	North America 11/11/16_download_1481638007	2016-11-11 10:36	2016-12-13 14:06	complete	EDIT DOWNLOAD
3709	Spain 21/10/16	Spain 21/10/16_download_1385703837	2016-10-21 18:21	2016-12-13 14:06	complete	EDIT DOWNLOAD

# DESALDATA

## SEARCH OVER 19,000 DESALINATION PLANTS AND PROJECTS ONLINE

*DesalData.com* is an online database containing over 19,000 desalination plants and projects. It provides a network of related links between companies, projects, analysis and the latest news, making it the ultimate business tool for desalination professionals.



**Annual  
subscription:  
£2,575/\$4,000**

### SUBSCRIPTION INCLUDES

- 5 users in any office location
- 12 months access to data and analysis on the global desalination market
- Weekly desalination project tracker updates
- Annual market forecast webinars with industry experts
- Regular enhancements and training as required

**Sign up for a  
FREE Demo**



### FORECASTS

Download in-depth global market forecasts and market size data for contracted capacity; Operating Capacity; Capital expenditure and Operating expenditure from 2011-2020.



### PROJECTS

Track your next business development opportunity, with access to over 300 desalination construction projects, updated weekly and tracked from conception stage right through to completion.



### PLANTS

Search thousands of desalination plants, build your own advanced search queries and download data into spreadsheets with formulae for making adjustments.



### PROFILES

16 in-depth country profiles covering municipal and industrial desalination +40 company profiles with strategy and market position breakdowns.



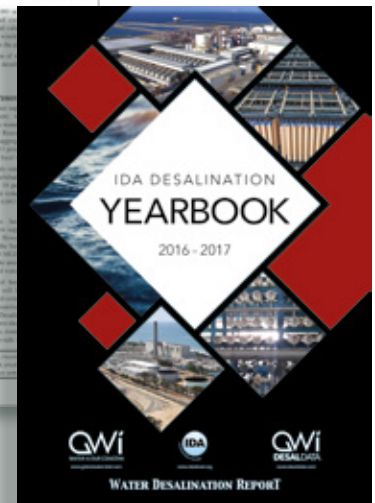
# WATER DESALINATION REPORT

## WEEKLY NEWS FOR THE INTERNATIONAL DESALINATION COMMUNITY

**Annual  
subscription:  
£355/\$550**

*Water Desalination Report (WDR)* is the weekly news bulletin for the international desalination and advanced water treatment industry. We recognise that time is money and so does Tom Pankratz, industry expert and WDR editor. He gives you an exclusive, inside view of the desalination industry - focusing on the news and intelligence that will have a direct impact on your business. The newsletter is 4 pages every week, condensing vital industry information into a format that is quick and easy to absorb.

Receive updates on current and future desalination plants, with insight into the commercial developments behind the scenes. Get the scoop on the new and emerging technologies that could revolutionise the market. Keep an eye on your competitors, or use our 'desal grapevine' to look for job opportunities and see where people are moving to. WDR is the voice of the desalination community.



**Not ready to subscribe straight away?  
Sign up for a FREE TRIAL which includes  
3 free issues and access to subscriber  
only content on [desalination.com](http://desalination.com) for  
two weeks.  
[www.desalination.com/wdr](http://www.desalination.com/wdr)**

### ANNUAL SUBSCRIPTION BENEFITS:

- **A weekly issue:** 48 issues in total, sent direct to your inbox
- **Share the knowledge:** 10 people in your office location can receive the weekly issue
- **www.desalination.com:** Unlimited access to the 'home of desalination', featuring the full WDR archive, plus training and events
- **Free IDA Yearbook 2016 - 2017:** Worth £355/\$550! Includes the reference directory, new plant listings and the annual market profile

email your order to [orders@globalwaterintel.com](mailto:orders@globalwaterintel.com)  
[www.desalination.com](http://www.desalination.com)

# DESALINATION AND WATER REUSE

## SCARCITY SOLUTIONS FOR CITIES & INDUSTRY

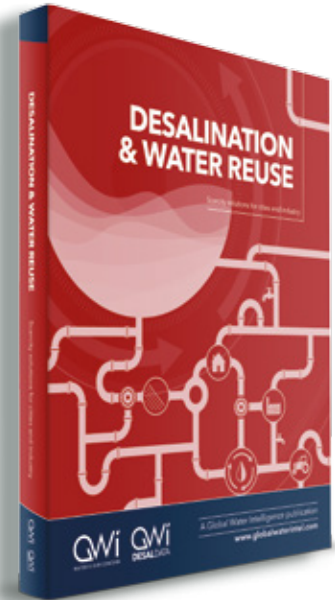
**Price: £2,795/\$4,345**

Publication date:  
April 2017

Demand for desalination and reuse is set to grow by up to 10% in 2017, as municipalities and industries are diversifying their water supply options due to issues such as water scarcity to meet their unique water challenges. This is driving a resurgence in activity from San Diego to Singapore, and the sector is turning to alternative water treatment solutions and conservation strategies such as reuse.

*Desalination & Water Reuse* will provide an in-depth analysis of both the municipal and industry sectors showing the main drivers, trends, and restraints affecting the market for advanced treatment technologies for desalination and reuse in each country. It will tell you where the best prospects are, who is active in the market and what they are doing. In addition, it will compare desalination and reuse, their drivers and differences, and why utilities and industries would choose to invest in these options so you can understand where there is the greatest demand for your expertise.

The report will cover the most relevant applications of the market including: direct potable reuse, indirect potable reuse, non-potable use, industrial, groundwater recharge, surface water enhancement and recreational applications.



### KEY FEATURES

- **Global Overview** - explains the different approaches in specific regions, and defines and compares which solution is most beneficial. It will tell you which reuse applications are viable in each country and how regional water quality standards are affecting the uptake of desalination and reuse projects.
- **Technologies** - in-depth analysis and comparisons of emerging technologies and their regional considerations in desalination and reuse for both municipal and industry sectors.
- **Global market forecasts and data** - showing growth in desalination and reuse capacity and how this capacity breaks down by technology, end user and procurement model.
- **Industry** - trends in the treatment technologies and the industry methods used such as adoption of zero liquid discharge practices, and municipal wastewater reclamation for industrial use.



# WATER'S DIGITAL FUTURE

## THE OUTLOOK FOR MONITORING, CONTROL AND DATA MANAGEMENT SYSTEMS

**Price: £2,575/\$4,000**

Publication date:  
September 2016

Big data is changing the face of the water industry, and the management of data driven monitoring and control systems will increasingly infiltrate every part of the water business. In the future, data-feeds and cognitive computing could govern water management and inform every decision in the municipal and industrial sectors. It is critical for every company working in the water space to understand how this reality will impact future operations and opportunities in the water industry.

Water's Digital Future is the first report of its kind that aims to provide a comprehensive insight into the market for water monitoring and control systems and give a holistic perspective of the market's structure, the interaction of various players within the different layers of the market, and their offerings across the full breadth of the industry.

### CONTENTS

- |                                       |                                |
|---------------------------------------|--------------------------------|
| 1. Introducing Water's Digital Future | 7. Refining and Petrochemicals |
| 2. System Architecture                | 8. Power                       |
| 3. Market Forecast                    | 9. Mining                      |
| 4. Utility Networks                   | 10. Food and Beverage          |
| 5. Utility Treatment Plants           | 11. Pulp and Paper             |
| 6. Upstream Oil & Gas                 | 12. Pharmaceuticals            |
|                                       | 13. Microelectronics           |



### KEY FEATURES

- **Market dynamics:** The monitoring & control sector is incredibly fragmented; devise strategies to collaborate with key industry players in order for solutions to be developed most effectively.
- **Market players:** Identify the market players, so you can find your potential partners or competitors and plan your market entry with the right solution.
- **Market drivers and trends:** We highlight the key emerging developments and innovations, helping you to effectively pitch your solution and support it with a strong business case.
- **Industrial market and municipal market analysis:** Identify the existing prospects for your solution and pinpoint opportunities to develop your product and partner with other businesses.

email your order to [orders@globalwaterintel.com](mailto:orders@globalwaterintel.com)  
[globalwaterintel.com/watersdigitalfuture](http://globalwaterintel.com/watersdigitalfuture)

# GLOBAL WATER MARKET 2017

MEETING THE WORLD'S WATER  
AND WASTEWATER NEEDS UNTIL 2020

**Price:**  
**£3,995/\$6,250**

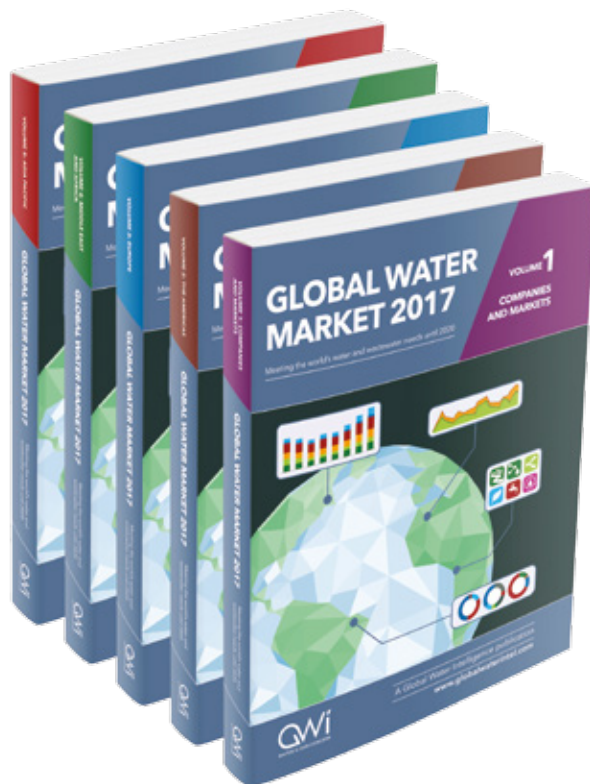
**PUBLICATION DATE:**  
**MARCH 2016**

## **YOUR STRATEGIC INFORMATION RESOURCE FOR SUCCESS IN THE WATER BUSINESS TO 2020**

*Global Water Market 2017* goes beyond the geographic focus of previous editions of GWI's bestselling information resource to create a detailed matrix of market analysis by technology, by end user, by business model and by product type. Furthermore, the report maps out the participants in each market space, to create the ultimate business development tool.

This report covers every angle of the global water sector, including coverage of major markets, key companies as well as the popular country profiles. Whether you are looking to build or buy your way into a new market, *Global Water Market 2017* answers all of your most important questions:

- How big is the market?
- How fast is it growing?
- What do customers need?
- What are the trends?
- Who are the competitors?
- What are they doing?

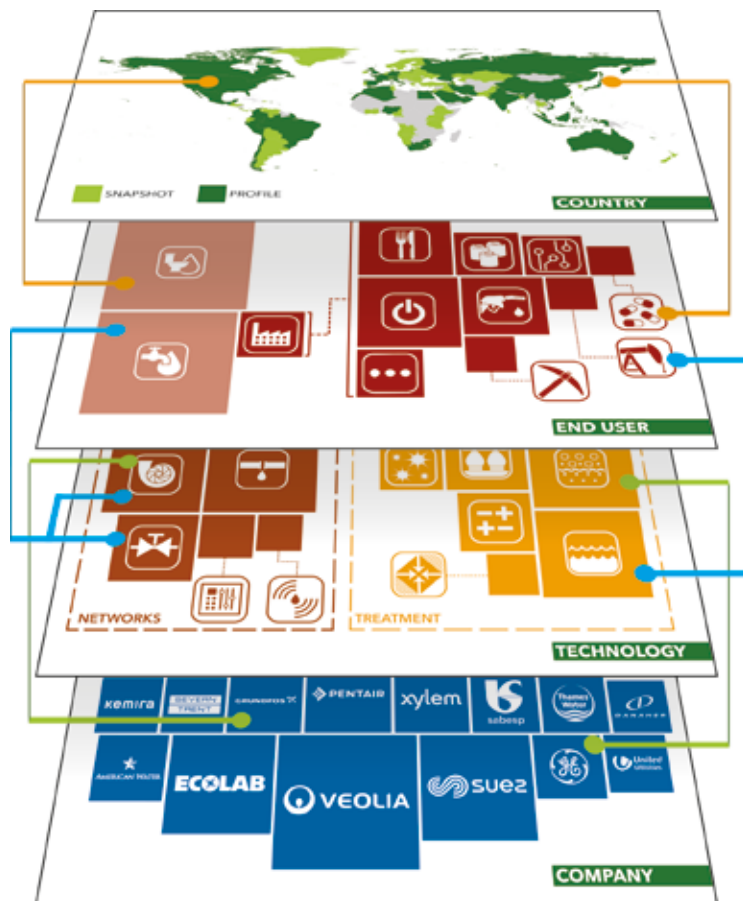


## **PLAN YOUR NEXT MOVE**

- **Budgeting:** informed third party validation of how your core markets are developing. It is an essential resource for any executive involved in setting targets, allocating resources and planning investment
- **Building:** the guide for water industry executives looking to move into new markets. It tells you what the market is like, how it works and who the key players are.
- **Buying:** introduces detailed information on the market position of more than 500 businesses in the water sector.

## WHO SHOULD READ THIS REPORT

- **Investors and financiers** – each chapter provides you with all the information you need to do your preliminary market research in a fraction of the time and all the quantitative data and forecasting you need to identify the best investment opportunities
- **Equipment suppliers, engineers and consultants** – analyse supply chains and procurement methods in the water sector, identifying the biggest opportunities in each market and enabling you to find the most effective ways in which to enter or expand your involvement in different markets
- **Multinational water companies** – this is a critical budgeting and strategy tool for executives working within the water sector. It will help you understand how your core markets are developing, which markets to target for growth, who your competitors are and how those markets work in practise. This is the only report where you can find comprehensive data and forecasts for the municipal and industrial sectors in one place
- **Policy makers, water utilities and aid agencies** – find detailed examples on organisational structure, financial mechanisms and operational management



## KEY FEATURES

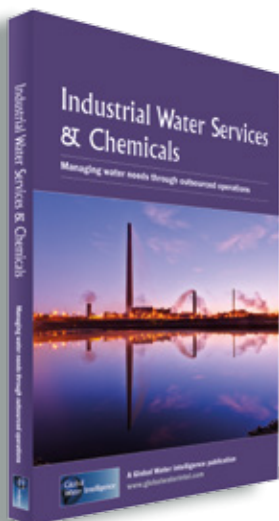
1. **Global and country-by country forecasts from 2014 to 2020** - Forecasts of capital and operating expenditure for the utility and industrial sectors, broken down by application, technology and equipment
2. **32 In-depth country chapters** - Featuring analysis of the regional opportunities, explanation of market dynamics, current and future projects, major market participants and a brand new industrial water section
3. **68 Country trend reports** - includes historical data and spending forecasts in a visually accessible format to help you assess the direction of your target market
4. **Companies & Markets - expansive data and analysis of key global** markets including engineering and contracting, water and wastewater treatment, networks and infrastructure equipment and industrial water.

# MARKET REPORTS

Our highly analytical, industry-focused reports are essential reading for those who need a clear understanding of the rapidly expanding global water industry. These topical reports focus in on the latest trends, opportunities and challenges as they emerge, covering niches of the market in a way that no other intelligence firm does.

They are business planning and strategy tools, investigating areas of the market that show major promise. They provide granular analysis and proprietary forecasts and data to help businesses assess market viability and entry points.

All research and reports are based on interviews and information supplied by industry experts and insiders, including key market players, customers and end-users.



## INDUSTRIAL WATER SERVICES & CHEMICALS

### MANAGING WATER NEEDS THROUGH OUTSOURCED OPERATIONS

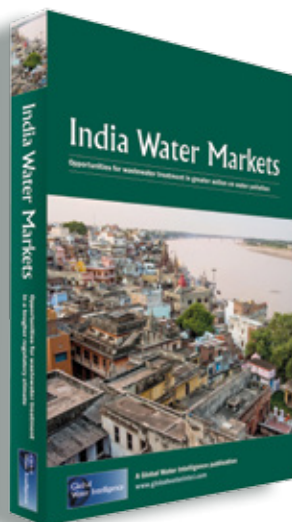
Stricter regulations on discharge and wastewater treatment are making it increasingly challenging for end-users to internally manage their water supplies. Industrial water users are looking for full water management services to offer cost-saving solutions that maximise water and energy efficiency, allowing them to focus on their core production business.

[www.globalwaterintel.com/industrial-water-services](http://www.globalwaterintel.com/industrial-water-services)

**£2,200/\$4,000**

Publication Date: October 2015

# INDUSTRY REPORTS



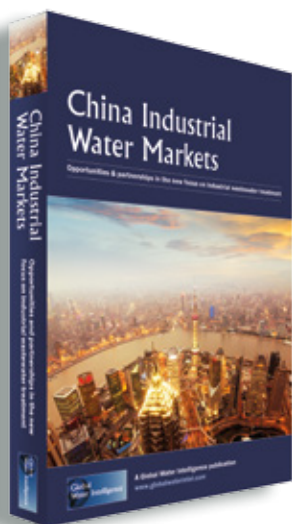
## INDIA WATER MARKETS

### OPPORTUNITIES FOR WASTEWATER TREATMENT IN A TOUGHER REGULATORY CLIMATE

A crackdown on water pollution is in motion. New regulations and tougher action on offenders is driving a multi-billion dollar wastewater market set for considerable growth in the coming years. Advanced technologies, plant upgrades and new wastewater treatment plants will be required to meet new demands, creating opportunities for local and international players. This report will identify and analyse market entry strategies and procurement models for the municipal and industrial sectors, giving companies the unique chance to identify potential partners, competitors and routes into the market.

[www.globalwaterintel.com/india-water-markets](http://www.globalwaterintel.com/india-water-markets)

**Price £2,200/\$4,000**  
Publication Date: August 2015



## CHINA INDUSTRIAL WATER MARKETS

### OPPORTUNITIES AND PARTNERSHIPS IN THE NEW FOCUS ON INDUSTRIAL WASTEWATER TREATMENT

In April 2015 the Chinese government published its *Water Pollution Action Plan* which committed to getting tough on industrial polluters. While official data claims that 70% of China's industrial wastewater is treated before discharge, experts consider 30% to be a far more realistic number. This plan could potentially lead to direct investments of over \$230 billion. In addition to increased investment, there will be double digit growth in some industries, making the Chinese industrial water sector a very buoyant market for international players.

[www.globalwaterintel.com/china-industrial-water](http://www.globalwaterintel.com/china-industrial-water)

**Price £2,200/\$4,000**  
Publication Date: July 2015

# INDUSTRY REPORTS



## INDUSTRIAL WATER TECHNOLOGY MARKETS 2015

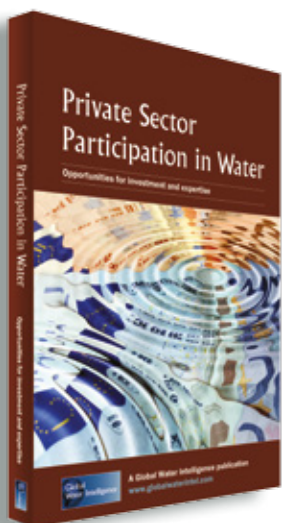
### MEETING INDUSTRIAL NEEDS IN PROCESS WATER TREATMENT AND WASTEWATER REUSE

Industrial water is the fastest growing sector of the global water market. Water technology companies will find major opportunities in this market if they can solve the problems of industrial water users with cost-effective, innovative solutions that improve efficiency. *Industrial Water Technology Markets* will identify where to pitch your technology in the market- helping your business benefit from the rapid growth in this sector.

[www.globalwaterintel.com/industrial-water-tech](http://www.globalwaterintel.com/industrial-water-tech)

**£2,200/\$4,000**

Publication Date: February 2015



## PRIVATE SECTOR PARTICIPATION IN WATER

### OPPORTUNITIES FOR INVESTMENT AND EXPERTISE

The global water industry is on the verge of significant structural change. Driven by the need to improve performance and changes in the financing environment, the clear lines between the public and private sector will become increasingly blurred over the next decade. It will create a flood of opportunities for both investors and water service companies.

[www.globalwaterintel.com/pspreport](http://www.globalwaterintel.com/pspreport)

**£2,200/\$4,000**

Publication Date: December 2014



# CONTACTS



For 15 years Global Water Intelligence has been helping clients make the most informed strategic decisions by providing expert-led publications, newsletters, databases and market research reports. Over the years, we have acquired an expert team of researchers and journalists with backgrounds in finance, economics, water and technology who are extremely well-connected. Our team has an unparalleled network of senior executives, utility and industry leaders working within the business of water, enabling us to bring you exclusive and reliable insights into the key trends, developments and opportunities within the water sector.

The portfolio of intelligence we produce has expanded significantly since 2002. Since launching *Global Water Intelligence Magazine*, we have acquired and developed *The Water Desalination Report*, *DesalData* and *The Ultrapure Water Journal* and have become the commercial partner of The Produced Water Society. We have also published deep dive market research reports spanning a range of key markets including heavy water-using industries, control and monitoring systems, the oil and gas markets, municipal and industrial water technology and services as well as 4 editions of the bestselling, industry-renowned *Global Water Market* report.

## FOR GENERAL ENQUIRIES PLEASE CALL OUR HEAD OFFICE

**Head Office** – Oxford, United Kingdom  
+44 1865 204208

**US Office** – Austin, Texas, United States  
+1 512 961 5693

**China Office** – Shanghai, China  
+86 21 5368 1239

Tel: +44 1865 204208

Fax: +44 1865 204209

Web: [www.globalwaterintel.com](http://www.globalwaterintel.com)

Email: [orders@globalwaterintel.com](mailto:orders@globalwaterintel.com)

email your order to [orders@globalwaterintel.com](mailto:orders@globalwaterintel.com)  
[www.globalwaterintel.com](http://www.globalwaterintel.com)

# PUBLICATIONS GUIDE 2017

## ORDER FORM

### SUBSCRIPTION PRODUCTS

- ☐ **Global Water Intelligence (GWI)**  
12 month subscription: £995/\$1,550
- ☐ **DesalData.com**  
12 month subscription: £2,575/\$4,000
- ☐ **Water Desalination Report (WDR)**  
12 month subscription: £355/\$550

### MARKET INTELLIGENCE REPORTS

- ☐ **Desalination and Water Reuse**  
Price: £2,795/\$4,345
- ☐ **Water's Digital Future**  
£2,575/\$4,000
- ☐ **Global Water Market 2017**  
£3,995/\$6,250
- ☐ **Industrial Water Services & Chemicals**  
£2,200/\$4,000
- ☐ **India Water Markets**  
£2,200/\$4,000
- ☐ **China Industrial Water Markets**  
£2,200/\$4,000
- ☐ **Industrial Water Technology Markets 2015**  
£2,200/\$4,000
- ☐ **Private Sector Participation in Water**  
£2,200/\$4,000

The GWI special reports are published by Media Analytics Ltd.

### YOUR DETAILS

Title	First Name
<hr/>	
Last Name	
<hr/>	
Company name	
<hr/>	
Address	
<hr/>	
<hr/>	
Post code	
<hr/>	
Email	
<hr/>	
Tel	Fax
<hr/>	

☐ I confirm that my credit card is registered to the above address

### PAYMENT

- ☐ I enclose a cheque payable to Media Analytics Ltd. for \_\_\_\_\_
- ☐ Please invoice my company for \_\_\_\_\_
- ☐ I authorise Media Analytics Ltd to charge my credit Card \_\_\_\_\_

My card is:

☐ Amex ☐ Visa ☐ MasterCard

Name on the card
<hr/>
Card number
<hr/>
Card expiry date
<hr/>
Last 3 digits on reverse of card
<hr/>
Date of purchase
<hr/>

Simply complete the order form above and post it to Media Analytics Ltd.,  
Suite C, Kingsmead House, Oxpens Road, Oxford OX1 1XX, UK  
Alternatively email [orders@globalwaterintel.com](mailto:orders@globalwaterintel.com) to place your order directly.