BCE Consulting

SIGINT & Electronic Warfare Market Assessment Case Study

Leading RF SIGINT and spectrum monitoring systems provider assesses adjacent market opportunities in SIGINT and electronic warfare

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Objective

Analyze the global SIGINT EW market to define and forecast the market by segment, collect customer insights, and provide strategic recommendations

Approach

BCE reviewed open-source data, including a thorough review of the US DoD budget, and interviewed market participants to define and segment the market, forecast the 5-year market, and analyze barriers to entry. This research and analysis was focused globally on government and commercials customer segments to provide an accurate assessment of the client's market opportunity.

Outcome

BCE provided a set of organic and inorganic strategy recommendations for the client to enter the SIGINT EW market.