

Worldwide Quarterly Tracker Products



2003

WORLDWIDE QUARTERLY TRACKER

products

The screenshot displays the IDC Worldwide Quarterly Tracker software interface. It features a menu with 'Region' and 'Form' options, a table with columns for 'Region' and 'Sub-Region', and several data tables with columns for 'Rank', 'Vendor', 'Shipments', 'Market Share', and 'Sales'. The software is titled 'IDC - Worldwide Quarterly Tracker' and includes a 'Save Query' button.

Accurate,
timely,
reliable,
regional,
customized,
flexible,
and dependable

IDC's Worldwide Quarterly Tracker products fill the growing demand for detailed, timely, and accurate information on the rapidly changing global PC, server, printer, and storage markets. These products provide in-depth worldwide revenue and shipment data on a quarterly basis.

Our Tracker products offer the most comprehensive and up-to-date market data in the industry so that you can make timely decisions. Our research is conducted at both worldwide and regional levels, allowing you to tailor data to fit your company's needs.

Worldwide Quarterly PC Tracker

IDC's Worldwide Quarterly PC Tracker provides a view of the key market trends and ongoing market performance of the world's leading PC companies in the areas of ultraportables, notebooks, desktops, and standard Intel architecture servers (SIAS <\$25,000). More than 400 vendors and 500 separate brand names are tracked in 55 countries. These vendor results are divided into 4 form factors, 18 processor groups, 7 customer segments, 6 sales channels, 16 price bands, and installed bases. Quarterly and yearly forecasts are also available. This information is layered to permit easy, "drill-down" analysis of the relationships between each category. This interactive product is available on CD or via the Web. Inquiry time is also available for in-depth discussion of trends with IDC analysts.

Regions

United States, Canada, Latin America, Asia/Pacific, Japan, Western Europe, Eastern/Central Europe, Mediterranean/Middle East/Africa (EMEA), and Rest of World

Form Factors

Desktops, notebooks, ultraportables, and SIAS <\$25,000

Segments

Home, small office, small business, medium-sized business, large business, education, and government

Channels

Retail, dealer/VAR, Internet direct, Internet indirect, direct, and other

Forecasts

Regional forecasts by form factor, segment, channel, and processors, by brand and speed (e.g., Duron, Athlon, Celeron, Pentium IV)

Quarterly (rolling eight quarters) and five year

Measurements

Units, end-user spending, and average sales price (ASP)

Timely Delivery and Support

Week 3: Preliminary top 5 vendors worldwide and United States

Week 4: Preliminary top 10 vendors by region and by form factor

Week 5: Quarterly teleconference

Week 8: Quarterly database published

Week 10: Forecast published

Database Delivery

Data is provided through a database with an easy-to-use front-end interface that offers powerful data sorting and reporting capabilities. The database is available on CD or via the Web.

Regional Quarterly PC Trackers

Quarterly PC Trackers are also available for many of the major regions. Their deliverables and schedules are tailored to the requirements of the regions, and they provide access to local analysts for thorough analysis of regional trends. Country-level forecasts for EMEA, Asia/Pacific, and Latin America are included in the Regional Quarterly PC Trackers.

U.S. Quarterly PC Public Sector Tracker

IDC's U.S. Quarterly PC Public Sector Tracker provides a detailed look at the government and educational segments of the PC industry.

The government sector covers more than 20 vendors segmented by the following form factors: desktop, notebook, ultraportable, and standard Intel architecture server <\$25K.

Measurements for the government sector are by units and revenue. The time period covered is Q1 1999 to present. This data is segmented by state, local, and federal governments.

The education sector is segmented by K-12 and higher education. This sector follows all three-tier vendors, including white box vendors, and the time period covered is Q1 1999 to present. Measurements for the education sector are by units and revenue.

Worldwide Quarterly Server Tracker

IDC's Worldwide Quarterly Server Tracker provides broad coverage of essential server market data, enabling multinational companies to compare developments in the server market from a global perspective. With this fundamental tool, you can track more than 40 vendors in the server space and analyze the market quantitatively. At the product's core is a comprehensive database detailing changes and trends in the server market. Through Excel pivot tables, you can embrace the simplicity of data access and the ability to create thousands of analytical views.

The analysis is driven by in-depth research into the customer spending levels and into each vendor's server revenue. This approach produces an accurate view of spending on servers, which is a critical driver of the market.

Regions

United States, Canada, Asia/Pacific, Japan, Western Europe, Latin America, Central and Eastern Europe, and Middle East and Africa, and Rest of World

Measurements

Units, factory revenue, end-user spending, initial systems sales (ISS), and upgrades

Operating Systems

Unix, Windows NT, NetWare, Linux, and other

Other Categories

CPU type (Intel, RISC, and other), server category (SIAS and server [Unix and non-Unix])

Architecture

CPU capacity/count

Form factor/U rating

Price bands (11)

Timely Delivery and Support

Ten weeks after the close of the quarter, you will receive a CD containing the data in Excel pivot table format, which offers powerful data sorting and reporting capabilities.

With the purchase of the Worldwide Quarterly Server Tracker, you will receive trend explanations and detailed insights, a one day of onsite training at any location in the United States, and inquiry time for support questions regarding data usage.

Database Delivery

Data is provided in an Excel pivot table, which offers powerful data sorting and reporting capabilities. The Server Tracker database is available on CD.

Worldwide Quarterly Server Forecast

The **Worldwide Quarterly Server Forecast** is a new quarterly product that forecasts the server market. This product is a new module that is based on the Worldwide Quarterly Server Tracker. This product will provide a clients with forward-looking analysis of the server market through a variety of in-depth variables. These variables coupled with the Server Tracker, allow clients to analyze the past and the future of the server market

Regional Quarterly Server Trackers

Quarterly Server Trackers are available for many of the major regions. Their deliverables and schedules are tailored to the requirements of the regions, and they provide access to local analysts for thorough analysis of regional trends. Country-level forecasts for Western Europe, Asia/Pacific, and Latin America are included in the Regional Quarterly Server Trackers.

Worldwide Quarterly Security Server Appliance Tracker

IDC's Worldwide Quarterly Security Server Appliance Tracker provides broad coverage of the security appliance market, enabling companies to view new developments in this area from a global perspective. Through Excel pivot tables, users can track competitors and create quantitative market analyses. This product provides vendors, supply chain partners, and financial institutions with quarterly breakdowns that can be used for forecasting and competitive analysis. The ability to look at competitive opportunities and document trends in vendors' product mixes is also provided.

Regions

United States, Canada, Western Europe, Asia/Pacific, Japan, and Rest of World

Measurements

Quarterly unit shipments and customer revenue

Other Categories

Price bands (11), including four bands under \$25,000

Server class: entry, midrange, and high end vendors (10) by family and model

Form factor: rack optimized, non-rack optimized, and blade

Server operating systems

CPU type and architecture

CPU capacity and count

Timely Delivery and Support

Quarterly data files are delivered 11 weeks after the end of each calendar quarter.

With the purchase of the Worldwide Quarterly Security Server Appliance Tracker, you will receive 5 hours of inquiry time for asking questions regarding data usage. Written analysis, trend explanations, and insights are available separately in IDC's Security Products research service.

Database Delivery

The data in this product is provided in Excel pivot tables. The ability to write and run these tables is provided as a standard feature of Microsoft's application. IDC attaches a database to the Excel workbook. Measurements are by units and revenue by quarter. Tables can also be customized easily by clients with Excel macros to automate quarterly business planning models.

Appliance Server Tracker

IDC now offers an appliance server tracker module which can be purchased as an add-on or as a separate module. This module includes all standard server data dimensions, plus the server function, which details the following workload categories: Web servers, caching, multifunction, and others. The "others" category includes load balancing, management, domain, and multisite.

Worldwide Quarterly Printer Tracker

IDC's Worldwide Quarterly Printer Tracker is the premier tool for analyzing the global printer market on a quarterly basis. This product offers a simple and convenient source for the most accurate, detailed, and timely information on the changes and trends in the global printer market. This comprehensive electronic database offers simple data access and the ability to create thousands of different views for analyzing data. It provides insightful analysis and quarterly data segmented by region, country, vendor, technology, speed band, price band, model, format, personal/shared, singlepass/multipass, inkjet feature, base family, user segment, and channel.

The Printer Tracker provides a view of the key market trends and ongoing market performance for the world's leading printer companies. More than 135 vendors and approximately 4,700 models are tracked in 46 countries. IDC provides comprehensive analysis of product strategies, competitive positioning, financial viability, and overall strategic direction of major printer vendors.

Regions

United States, Canada, Latin America, Japan, Asia/Pacific, Western Europe, Eastern and Central Europe, Middle East and Africa, and Rest of World

Technologies and Speed Bands

Technology/speed segments: color page, color laser copier/printer, highlight color laser, high-end color systems, inkjet, monochrome laser/LED, serial dot matrix, and line printers

Segments

Home, small office, small business, medium-sized business, large business, and government/education

Channels

Retail, dealer, VAR/solutions integrator, distributor, direct, and other

Forecasts

Quarterly (rolling four quarters) and five year annual

Measurements

Units, end-user spending, and average sales price (ASP)

Timely Delivery and Support

Week 6: Preliminary data (pivot table)

Week 7: Final historical data

Week 8: Final historical data with forecasts

Week 9: Quarterly telebriefing

Database Delivery

Data is provided through a database with an easy-to-use front-end interface that offers powerful data sorting and reporting capabilities. The database is available on CD.

Regional Quarterly Printer Trackers

Quarterly Printer Trackers are available for many of the major regions. Their deliverables and schedules are tailored to the requirements of the regions, and they provide access to local analysts for thorough analysis of regional trends. Country-level forecasts are available for Western Europe, Asia/Pacific, Latin America, Canada, Eastern and Central Europe, Japan, and the Rest of the World.



Worldwide Quarterly Hardcopy Peripherals Tracker

IDC's Worldwide Quarterly Hardcopy Peripherals Tracker fills the need for detailed and timely information on the global hardcopy peripherals (printer, MFP, digital copier, and fax) market. The core of this product is a comprehensive electronic database detailing changes and trends in this highly competitive market. It includes powerful query capabilities using filters such as MFP configuration, base engine family, singlepass/multipass engines, user environments, channel segment, and format size. This product provides insightful analysis, along with quarterly updates that include rolling four-quarter forecasts.

The Worldwide Quarterly Hardcopy Peripherals Tracker looks at the market by geographical area (with country-level detail for 46 countries), vendor and model (with coverage of more than 120 vendors and over 6,000 models), and vendor performance (by format size, user segment, and distribution channel).

Regions

United States, Canada, Latin America, Japan, Asia/Pacific, Western Europe, Eastern and Central Europe, Middle East and Africa, and Rest of World

MFP, digital copier, and fax: United States and Western Europe, Canada, Latin America, Japan, Asia/Pacific

Technologies

Printer: laser/LED (monochrome), laser/LED/solid ink (color), inkjet, serial dot matrix, and line

MFP, digital copier, and fax: laser/LED (color and monochrome), inkjet, and thermal

Segments

End user: home, small office (1–9), small business (1–99), medium-sized business (100–499), large business (500+), and government/education

Channels

Distribution channels: direct, retail, distributor, dealer, VAR/solutions integrator, and other

Forecasts

Quarterly (rolling four quarters) and five year annual

Measurements

Units, end-user spending, and average sales price (ASP)

Database Delivery

Data is provided through a database with an easy-to-use front-end interface that offers powerful data sorting and reporting capabilities. The database is available on CD.

Worldwide Quarterly Disk Storage Systems Tracker

IDC's Worldwide Quarterly Disk Storage Systems Tracker greatly enhances vendors' ability to quickly and effectively respond to today's dynamic storage market. Driven by a growing array of technology options and emerging standards, the disk storage systems market offers both great opportunity and challenge. Understanding which global markets are growing and the adoption curve for new products on a quarterly basis has become a business-critical need for disk storage vendors. This product provides insight into customer trends by delivering geography-specific product line and market share data for the top vendors. The information is presented in Excel pivot table format, allowing users to select specific data parameters in customized formats.

A worldwide quarterly view of market dimensions includes revenue, TB, units, vendor rankings, and market share by product category (network attached storage [NAS], storage area network [SAN], and direct attached storage [DAS]). The Tracker provides data on these dimensions on a geographic basis.

The Quarterly Disk Storage Systems Tracker provides TB, revenue, and unit data by product line and disk storage system price band for:

Regions/Countries

United States, Western Europe, Asia/Pacific, Canada, United Kingdom, France, Germany, Italy, Australia, and Japan, as well as an Asia/Pacific-by-country view sold as a 12-country bundle. Country-level data is available for Asia/Pacific and Western Europe.

Segments

NAS, SAN, and DAS; internal and external storage; sales channel (direct versus indirect)

Delivery

Excel pivot table format in the third month of each quarter

Worldwide Quarterly Storage Software Tracker

IDC's Worldwide Quarterly Storage Software Tracker provides worldwide coverage of three storage software markets: backup, archive, and hierarchical storage management (HSM); storage replication; and storage resource management (SRM). Updated quarterly, this product provides segmentations by vendor, market, product, and region, allowing customers to identify competitive opportunities and document trends by segmenting data in an easy-to-use Excel pivot table. Vendors, supply chain partners, and financial institutions can further use Worldwide Quarterly Storage Software Tracker for forecasting and competitive analysis.

Regions

- Market revenue by region: North America and Rest of World (ROW)
- Worldwide market share

Measurements

- Vendor market shares measured by initial software license and maintenance revenue
- Revenue data segmentation by functional market, vendor, and functional product family

Market Segments

Backup, archive, and hierarchical storage management (HSM); storage replication; and storage resource management (SRM)

Timely Delivery and Support

Quarterly data files are electronically delivered 10 weeks after the end of each calendar quarter. With the purchase of the Worldwide Quarterly Storage Software Tracker, clients will receive five hours of inquiry time for supporting questions regarding data usages. Written analysis, trend explanations, and insights are available separately in IDC's Storage Software research service.

Database Delivery

The data in this product is provided in Excel pivot tables. Tables can also be customized easily by clients with Excel macros to automate quarterly business planning models.

Worldwide Handheld QView*

IDC's Worldwide Handheld QView provides device vendors, software developers, service providers, and component suppliers with timely and accurate information on the worldwide handheld market. This program delivers a quarterly Excel-format product that details the performance of the market's individual players and answers important product planning and positioning questions.

Timely Delivery

Six weeks after the close of each calendar quarter, clients will receive an Excel pivot table via email with preliminary worldwide and U.S. results, followed by final results eight weeks after the close of the quarter. A two-page summary of the quarter's results is delivered with the final data.

Annual Subscription — IDC's Worldwide Handheld QView monitors the U.S. and worldwide quarterly shipment totals of handheld devices and converged handheld devices. An annual subscription includes four quarters of data with a yearend rollup.

Measurement

By form factor (e.g., pen-based and keypad-based handhelds and converged handheld devices) and operating system

(*must already purchase the Smart Handheld Devices research service.)

Worldwide Handset QView*

IDC's Worldwide Handset QView provides handset vendors, software developers, service providers, and component suppliers with timely and accurate information on the worldwide mobile handset market. This program delivers a quarterly Excel-format product that details the performance of the market's individual players and answers important product planning and positioning questions.

Timely Delivery

Six weeks after the close of each calendar quarter, clients will receive an Excel pivot table delivered via email with preliminary worldwide results, followed by final results eight weeks after the close of the quarter. A two-page summary of the quarter's results is delivered with the final data.

Annual Subscription — IDC's Worldwide Handheld QView monitors the U.S. and worldwide quarterly shipment totals of handsets and converged handheld devices. An annual subscription includes four quarters of data with a yearend rollup.

Measurement

By form factor (e.g., mobile phone/handset and converged mobile devices) and air interface

(*must already purchase the Smart Handheld Devices research service.)

Enterprise Thin Client QView

IDC's Enterprise Thin Client QView provides thin client vendors, software developers, service providers, and component suppliers with timely and accurate information on the worldwide thin client market. This program delivers a quarterly Excel-format product that details the performance of the market's individual players and answers important product planning and positioning questions.

Timely Delivery

Eight weeks after the close of each calendar quarter, clients will receive an Excel pivot table via email with final worldwide and regional results. A summary of the quarter's results is also delivered with the final data.

Annual Subscription — IDC's Enterprise Thin Client QView monitors worldwide and regional quarterly shipment totals of thin clients. An annual subscription includes four quarters of data with a yearend rollup and a detailed five-year forecast study that is published mid-year.

Measurement

By region, form factor, distribution method, and operating system

Worldwide High-Performance Midrange and Technical Server QView

IDC's High-Performance Midrange and Technical Server QView provides vital worldwide, U.S., and international quarterly and annual model-level for major high-performance vendors, including 1999 and 2000 historical data for analyzing trends and product life cycles.

Timely Delivery

Eight weeks after the quarter closes, clients will receive an updated Excel workbook and a written quarterly report. Delivery is via email for faster service.

Annual Subscription

The High-Performance Midrange and Technical Server QView monitors the top 9 vendors by model. The vendors tracked are subject to change based on market conditions. An annual subscription includes four quarters of data.

Worldwide Workstation QView

IDC's Worldwide Workstation QView enables clients to better understand the dynamics of the rapidly changing workstation market. The product's easy-to-use Excel format allows clients to quickly get answers to important product planning and positioning questions.

Segments

The top 4 personal workstation vendors (Windows NT) and the top 4 traditional workstation vendors (Unix)

Timely Delivery

Six weeks after the quarter closes, clients will receive an updated Excel workbook with pivot tables, charts, and graphs. Delivery is via email for faster service.

Worldwide Network QView

IDC's Worldwide Network QView provides quarterly vendor market shares for the leading suppliers within the dynamic router and LAN switch markets and analyzes growth by technology sector.

Segments

LAN Switches

Technology: 10M, 10/100M, Gigabit Ethernet, ATM, and 10GLE

Form factor: Modular and fixed port

Function: Layer 2, Layer 3, and Layers 4-7

Routers

Price band: High end, midrange, low end, and small office/home office (SOHO)

Speed: A special breakout of gigabit and terabit

Timely Delivery

An annual subscription to IDC's Worldwide Network QView provides four quarterly data reports for all related segments. Eight weeks after the close of each calendar quarter, clients will receive an updated Excel table file via email.

tracker

Products

- Worldwide Quarterly PC Tracker
- Regional Quarterly PC Tracker
- U.S. Quarterly PC Public Sector Tracker
- Worldwide Quarterly Server Tracker
- Regional Quarterly Server Tracker
- Worldwide Quarterly Security Server Appliance Tracker
- Worldwide Quarterly Printer Tracker
- Regional Quarterly Printer Tracker
- Worldwide Quarterly Disk Storage Systems Tracker
- Worldwide Quarterly Hardcopy Peripherals Tracker
- Worldwide Quarterly Storage Software Tracker
- Worldwide Handheld QView
- Worldwide Handset QView
- Enterprise Thin Client QView
- Worldwide High-Performance Midrange and Technical Server QView
- Worldwide Workstation QView
- Worldwide Network QView



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