



# Japan Quarterly Disk Storage Systems Tracker

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Disk storage systems are playing an important role in the Japan IT infrastructure market. The availability of networked storage has also changed market and supplier strategies. IDC's *Japan Quarterly Disk Storage Systems Tracker* provides in-depth analysis on supplier revenue, units, and terabyte shipments by vendor in the Japan storage systems market. All studies are designed to guide strategic and tactical planning, product management and development, and marketing strategies.

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## Technology Coverage and Data Segmentation

This tracker provides total market size and vendor share for the following technology areas and segmentations. Measurement for this tracker is in shipments, capacity, and factory revenue.

Technologies and subtechnologies:

- Technologies: Storage area network (SAN), network-attached storage (NAS), direct-attached storage (DAS)
- Subtechnology: ESCON/FICON, Fiber Channel, Fiber Channel over Ethernet, InfiniBand, iSCSI, Switched SAS (SAS SAN)
- Product type: External and internal

Segmentations:

- Revenue/terabyte/unit
  - External/internal
  - RAID/JBOD
  - OS: Unix, Windows, Linux, NetWare, i5/OS, z/OS
  - Storage class
  - Storage price band
  - Company size (add-on): 1–99 employees, 100–499 employees, 500–999 employees, 1,000 and more employees, government, education
  - Vertical market (add-on): Banking, insurance, securities and investment services, discrete manufacturing, process manufacturing, government, communications and media, retail, wholesale, professional/IT services, education, utilities, healthcare, construction, consumer, services, resources, transportation
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## Geographic Scope

- Japan
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## Delivery Schedule and Deliverables

This tracker is delivered on a quarterly basis with tools such as pivot tables. The delivery schedule for this tracker is as follows:

- Historical data: Week 11 after period closes
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## IDC's Tracker Methodology

IDC's tracker data is developed using a rigorous methodology that includes well-planned and well-coordinated local, regional, and worldwide data cross-checks combined with a proprietary advanced data consolidation and analysis data platform managed by IDC's Worldwide Tracker organization. Data sources used in the process of determining IDC's tracker numbers include, but are not limited to:

- In-country local vendor interviews
- Distribution data feeds
- Worldwide and regional vendor guidance
- ODM data
- In-country local channel partner discussions
- Import records
- Feedback from component suppliers
- Vendor briefings and public financial reports

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## Enabling Better Business Decisions Across the Organization

IDC trackers provide the accurate and timely market size, vendor share, and forecast information you need to identify market and product expansion opportunities, increase revenues, and win market share. IDC's tracker research is a critical input to the planning and monitoring cycles of the business process. Common uses of the tracker data include:

### Planning Process

- Regional planning — setting regional and country sales targets based on market opportunity
- Product marketing — creating a product strategy and road map based on currently available product features and expected growth
- Production planning — using customer demand data as an input in the creation of production schedules
- Product portfolio planning — accessing accurate and detailed data as an input into the product development process

### Monitoring Process

- Performance measurement — comparing vendor performance on prior fiscal periods
- Competitive analysis — reviewing competitor performance across multiple dimensions: product, features, channel, segment, geography
- Sales forecasting measurement — assessing internal sales forecast versus actual results
- Price benchmarking — comparing vendor versus market pricing data by model
- Marketing communications — using positive results for messaging in the press, at partner events, or in sales collateral

## IDC's Global Tracker Process at Work



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