



Japan Semiannual Enterprise Applications Tracker

IDC's *Japan Semiannual Enterprise Applications Tracker* covers the ERM, CRM, and SCM market, vendor share, and also each market forecast by segments. It tracks the performance of leading vendors in the enterprise applications space and analyzes in detail the key drivers contributing for their current market positioning.

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 factory revenue.

Technologies and subtechnologies:

- CRM application: Contact center, customer service, marketing, sales
- ERM application: Enterprise asset management, financial applications, financial performance and strategy management applications, human capital management, order management, payroll, procurement, project and portfolio management
- SCM application: Inventory management, logistics applications, production planning

Segmentations:

- Company size: Large (1,000+), medium large (500–999), medium small (100–499), small (10–99), SOHO (1–9), government/education
 - Vertical market: Finance, manufacturing, distribution, telecommunications/utilities, transportation/service, construction, government/education, others
 - License (add-on): Maintenance, SaaS subscriptions, others
 - OS (add-on): Mainframe, Unix, Windows, Linux, i5/OS, and others
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Geographic Scope

- Japan
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Forecast Coverage

Forecasts for this tracker are updated semiannually and include four years of historical data, one year of semiannual forecasts, and an additional four years of annual market projections. Forecasts are available at the country level. Examples of the segmentations being forecast in this tracker include:

- Company size: Large (1,000+), medium large (500–999), medium small (100–499), small (10–99), SOHO (1–9), government/education
 - Vertical market: Finance, manufacturing, distribution, telecommunications/utilities, transportation/service, construction, government/education, others
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Delivery Schedule and Deliverables

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

- 1H11 Release: October 2011
- 2H11 Release: April 2012

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

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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