



# Japan Server Quarterly Model Analysis

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IDC's *Japan Server Quarterly Model Analysis* greatly enhances a client's ability to respond quickly and effectively to today's dynamic server market. This service provides insight into customer trends by delivering Japan-specific vendor, family, and model-level detailed data across all server segments. This service presents market data in an easy-to-use, interactive format that allows clients to easily view specific submarkets in customizable tables. IDC's *Japan Server Quarterly Model Analysis* products provide reliable, accurate, and independent market research as a foundation for creating quantitative market analyses and studying historical trends.

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## Technology Coverage and Data Segmentation

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

Technologies and subtechnologies:

- Server type: x86 server, IA64 server, RISC server, mainframe, and so forth
- Units, factory, and customer revenue
- Vendors broken down by product families and server models
- CPU type: x86, EPIC, RISC, CISC

Segmentations:

- Channel (add-on): Direct, indirect
  - Company size (add-on): Government/education, large, middle, small companies, etc.
  - Vertical market (add-on): Manufacturing, retail/wholesale, banking, etc.
  - OS: Windows, Linux, Unix, z/OS, i5/OS, others
  - Form factor: Non-rack optimized, rack optimized, blade
  - Socket capability : 1, 2+, 4+, 8+, 16+, 32+, 64+
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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:

- x86 preliminary: Week 4 after period closes
  - Japan server preliminary: Weekly update after week 6
  - Historical data: Week 9 or 10 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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