



Japan IT Wallet

IDC's *Japan IT Wallet* provides a pivot table by product segments of Japanese companies and global companies located in Japan (approximately 2,000 companies). It provides spending by hardware, software, IT services, internal, and telecom on year-based data. By this data, it is possible to understand the trend of the product strategy of the major companies in Japan.

Technology Coverage

This service provides total market size and vendor share for the following technology areas. Measurement for this service is in shipments.

Core Coverage

- Hardware, software, IT services, internal, and telecom
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Geographic Scope

- Japan
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Forecast Coverage

Forecasts for this service are updated semiannually and include two years of historical data, and an additional one year of annual market projections. Forecasts are available at the regional level. Examples of the forecasts included in this service are as follows:

Core Forecast Coverage

- By companies (Japanese companies and global companies located in Japan: approximately 2,000 companies)
 - By subsidiary
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Deliverables

This service is delivered on a semiannual basis with tools such as pivot tables. For a complete delivery schedule, please contact an IDC sales representative. Deliverables for this service are:

- Historical data
- Forecast data

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, state or city-level planning — setting regional, country, state or city-level 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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