

Worldwide Quarterly Converged Systems Tracker

IDC's *Worldwide Quarterly Converged Systems Tracker*® greatly enhances clients' ability to size critical components of the integrated systems market as a foundation for creating quantitative market analyses and studying historical trends. At a broad level, integrated systems represent a competitive market based on elements from several of IDC's existing trackers. This tracker focuses on systems that have been designed, certified, and branded by technology vendors. Systems designed and implemented by partners through their own initiative are not counted. Systems certified by a technology vendor after a partner-initiated design and deployment are also excluded if they are not vendor-branded integrated.

Technology Coverage

This tracker provides total market size and vendor share for the following technology areas.

Historical Data Core Coverage

Systems View:

- Company, vendor, brand, and product brand
- Product category: Certified reference systems and integrated infrastructure, integrated platforms, and hyperconverged systems
- Measurements: Units, terabytes, vendor revenue, and value

Component-Level View:

- Company, vendor, brand, and product brand
- Product category: Certified reference systems and integrated infrastructure, integrated platforms, and hyperconverged systems
- Component vendor
- HCI software vendor
- Solution type: HCI appliance + rackscale and HCI software + certified server
- Integrated components: Server, storage, network, system infrastructure software, applications, hyperconverged software, and hyperconverged hardware
- Measurements: Vendor revenue and value

Forecast Data Core Coverage

Forecast View:

- Product category: Certified reference systems and integrated infrastructure, integrated platforms, and hyperconverged systems
- Integrated components: Server, storage, network, system infrastructure software, applications, hyperconverged software, and hyperconverged hardware
- Solution type: HCI appliance + rackscale and HCI software + certified server
- Measurements: Value

Geographic Scope

- **Asia/Pacific excluding Japan and China (12):** Australia, Hong Kong, India, Indonesia, Korea, Malaysia, New Zealand, the Philippines, Singapore, Taiwan, Thailand, Vietnam, and rest of Asia/Pacific
- **Canada**
- **Central and Eastern Europe (2):** Poland, Russia, and rest of CEE
- **Japan**
- **Latin America (5):** Argentina, Brazil, Chile, Colombia, Mexico, and rest of Latin America
- **Middle East and Africa (5):** Israel, Saudi Arabia, South Africa, Turkey, the United Arab Emirates, and rest of Middle East, and rest of Africa
- **PRC**
- **United States**
- **Western Europe (16):** Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, and the United Kingdom

Data Deliverables

This tracker is delivered on a quarterly basis via a web-based interface for online querying and downloads. The following are the deliverables for this tracker. For a complete delivery schedule, please contact an IDC sales representative.

- Quarterly data files
- Historical data
- Five-year forecast data (eight quarters and three years)
- Excel pivot table and query tool

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 revenue, 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, and 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

