

Indonesia Quarterly City-Level Mobile Phone Tracker

The objective of IDC's *Indonesia Quarterly City-Level Mobile Phone Tracker*® is to understand the market insights of the 24 cities representing more than 90% of the Indonesian mobile phone market. This service will benefit mobile phone vendors that wish to understand the city-level dynamics of the Indonesian mobile phone market and compete effectively in this fast-growing and expanding market.

Technology Coverage

This tracker provides total market size and vendor share information for the following technology areas. Measurement for this tracker is in units sold to the end users.

Core coverage:

- Smartphone
- Feature phone

Optional content add-ons:

- Segment by channels and price band by vendors

Geographic Scope

- Indonesia (1)
- Mobile phone market in 24 cities across the 5 regions of Java, Sumatra, Kalimantan, Sulawesi, and Bali. Cities covered are Balikpapan, Bandung, Banjarmasin, Batam, Denpasar, Jakarta,

Jambi, Jogjakarta, Kendari, Lampung, Makassar, Malang, Medan, Manado, Palu, Padang, Palembang, Pekanbaru, Palangkaraya, Pontianak, Samarinda, Solo, Semarang, and Surabaya.

Data Deliverables

This tracker is delivered on a quarterly basis via email. Deliverables for this tracker are listed below. For a complete delivery schedule, please contact an IDC sales representative.

- Historical data
- Qualitative report

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

