

India Monthly City-Level Smartphone Tracker: 100 Cities

IDC's *India Monthly City-Level Smartphone Tracker: 100 Cities*® (100 cities) provides detailed and timely information on the total smartphone markets for handset vendors in top 100 cities of India. It provides insightful analysis through monthly market share data by cities based on bottom-up research methodology with extensive field research.

This IDC tracker product delivers a monthly web database that details the performance of the market's individual players and answers important product-planning and product-positioning questions.

Technology Coverage

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

Core Coverage:

- Month
- State
- City
- Vendor
- Unit shipments

Geographic Scope

- **State:** Andhra Pradesh, Assam and NE, Bihar, Chhattisgarh, Delhi, Goa, Gujrat, Haryana, Himachal Pradesh, Jammu and Kashmir, Jharkhand, Karnataka, Kerala, Madhya Pradesh, Odisha, Punjab, Rajasthan, Tamil Nadu, Telangana, Uttarakhand, Uttar Pradesh, and West Bengal
- **City:** Agra, Ahmedabad, Ajmer, Aligarh, Alipur, Allahabad, Alwar, Amravati, Amritsar, Asansol, Aurangabad, Barasat, Bardhaman, Bareilly, Bathinda, Begusarai, Belgaum, Bengaluru, Bhavnagar, Bhopal, Bhubaneswar, Bikaner, Bilaspur, Brahamapur, Chandigarh, Chennai, Coimbatore, Cuttack, Dehradun, Delhi, Dhanbad, Durg, Erode, Faridabad, Gandhinagar, Ghaziabad, Goa, Gorakhpur, Gulbarga, Guntur, Gurgaon, Guwahati, Gwalior, Hubli-Dharwad, Hyderabad, Indore, Jabalpur, Jaipur, Jalandhar, Jammu, Jamnagar, Jamshedpur, Jhansi, Jodhpur, Kanpur, Kochi, Kolhapur, Kolkata, Kota, Kozikode, Lucknow, Ludhiana, Madurai, Malda, Mangalore, Meerut, Moradabad, Mumbai, Muzaffarpur, Mysore, Nagpur, Nasik, Noida, Panipat, Patiala, Patna, Pune, Raipur, Rajahmundry, Rajkot, Ranchi, Rohtak, Rourkela, Saharanpur, Shimla, Solapur, Surat, Thane, Thrissur, Tiruchirappalli, Tirunelveli, Tiruppur, Trivandrum, Udaipur, Ujjain, Vadodara, Varanasi, Vijayawada, Visakhapatnam, and Warangal

Data Deliverables

This tracker is delivered on a monthly basis via a web-based interface for online querying and downloads. Deliverables for this tracker are listed below. For a complete delivery schedule, please contact an IDC sales representative.

- Historical 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 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

