



Central and Eastern European Quarterly Server Forecast

IDC's *Central and Eastern European Quarterly Server Forecast* service provides data critical to effective product positioning, partnering, business planning, channel strategies, and competitive analysis. The detailed quarterly forecasts point to the future and show how it is changing at both the country and regional level. The product supplies vendors, financial institutions, and third-party manufacturers with essential insight to help them make tactical business decisions and develop sound long-term strategies.

Technology Coverage and Data Segmentation

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

Technologies and subtechnologies:

- Rack factor (rack-optimized, non-rack-optimized, blade)
- Seven operating system platforms (Windows, NetWare, Unix, Linux, z/OS, i5/OS, Other)
- Four CPU types: RISC, CISC, EPIC, x86
- Three server classes (volume, midrange enterprise, high-end enterprise)

Segmentations:

- 11 price bands
 - Socket capability
 - ISS versus upgrade shipments
 - New growth segments such as the market for blade architecture servers
 - CPU evolution and market share
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Geographic Scope

- Bulgaria, Croatia, Czech Republic, Hungary, Poland, Romania, Russia, Slovakia, Slovenia, Ukraine, Rest of CEE
 - Optional add-ons: Estonia, Latvia, Lithuania, Kazakhstan, and Serbia
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Forecast Coverage

Forecasts for this tracker are updated quarterly and include three years of historical data, two years of quarterly forecasts, and an additional three years of annual market projections. Forecasts are available at regional and country levels.

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:

- Forecast data: week 11 after period closes

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 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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