



# Central and Eastern European Quarterly Disk Storage Systems Tracker

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IDC's *Central and Eastern European Quarterly Disk Storage Systems Tracker* provides timely market information on the disk storage systems market in Central and Eastern Europe (CEE) in terms of new storage capacity shipped, factory value, and end-user value of shipments. The tracker provides insight into the impact of market changes, key trends, and the results of vendors' new product, marketing, and channel activities. It delivers the information in a format that is flexible and easy to use.

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## Technology Coverage and Data Segmentation

This tracker provides total market size and vendor shares for the following technology areas and segmentations. Measurement for this tracker is in units, factory revenue, customer revenue, and terabytes.

Technologies and subtechnologies:

- RAID versus JBOD
- Installation environments (SAN, DAS, NAS)
- SAN attachment by protocol (Fibre Channel, iSCSI, FICON/ESCON)

Segmentations:

- Internal versus external storage
  - Top vendors by product line
  - Operating systems
  - Storage system price bands
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## Geographic Scope

- Bulgaria
  - Croatia
  - Czech Republic
  - Hungary
  - Poland
  - Romania
  - Russia
  - Slovakia
  - Slovenia
  - Ukraine
  - Rest of CEE
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## 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:

- Historical data: week 10 after the end of each calendar-year quarter
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## 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

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## 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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