



Middle East and Africa Quarterly MFP Tracker

Manufacturers have eagerly embraced multifunction peripherals (MFPs) and introduced both low-end personal devices and networked workgroup models to capture a share of this lucrative market. Copier and printer vendors are being forced to rethink their approach to the changing competitive landscape of the document marketplace. IDC provides the business intelligence that vendors need to stay competitive. IDC's *Middle East and Africa Quarterly MFP Tracker* service delivers data and insight to help vendors identify opportunities, position their products and brands and anticipate changes in the market.

Technology Coverage and Data Segmentation

This tracker provides total market size and vendor share for the following technology areas and segments. Measurement for this tracker is in shipments and end-user revenue.

Technologies and Subtechnologies

- Inkjet MFPs
- Laser/LED MFPs

Segmentation

- Speed segments
 - Price bands
 - Model name
 - Distribution channels
 - End-user segments
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Geographic Scope

- Turkey, Israel, Egypt
 - Saudi Arabia, UAE, Kuwait
 - Optional add-ons for Oman, Qatar, Bahrain, and Pakistan
 - South Africa
 - Rest of Middle East, Rest of Africa
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Delivery Schedule and Deliverables

This tracker is delivered on a quarterly basis with tools such as Excel pivot tables or Web-based query. The delivery schedule for this tracker is as follows:

- Preliminary historical data: week 5 after period closes
 - Final historical data: week 6 after period closes
 - Data analysis: week 7 after period closes
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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

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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