China Top Solution Partner Database

The channels, especially solution partners, are the real tiers to convince end users and have more bargaining power. The *China Top Solution Partner Database* program helps identify the top channel by solution in each vertical based on the product brands that the partners resold the solution.

Markets and Technologies Covered

- Industry solutions
- Enterprise hardware including server, storage, and networking
- Software
- Implementation services

- Number of solution providers in each industry
- The solution market size and share in each industry
- Vendor wallet share of the solution providers
- Key channel strategies of key vendors

Geographic Coverage

- **9 regions:** The United States, Canada, Japan, Western Europe, Central and Eastern Europe, the Middle East and Africa, Latin America, PRC, and Asia/Pacific
- **53 countries:** Argentina, Australia, Austria, Belgium, Brazil, Canada, Chile, Colombia, Czech Republic, Denmark, Finland, France, Germany, Greece, Hong Kong, Hungary, India, Indonesia, Ireland, Israel, Italy, Japan, Korea, Malaysia, Mexico, the Netherlands, New Zealand, Norway, Peru, the Philippines, Poland, Portugal, PRC, the rest of Asia/Pacific, the rest of CEE, the rest of Latin America, the rest of the Middle East and Africa, Romania, Russia, Saudi Arabia, Singapore, South Africa, Spain, Sweden, Switzerland, Taiwan, Thailand, Turkey, the United Arab Emirates, the United Kingdom, the United States, Venezuela, and Vietnam

Data Deliverables

Throughout the year, this product will offer insight into the latest trends impacting the market. Potential studies include:

- Revenue data of top industry solution providers on their industry solutions as well as on the enterprise hardware and packaged software they have to sell with their solutions

Key Questions Answered

Our research addresses the following issues that are critical to your success:

1. How many top solution providers are there in each industry?
2. What solutions do these solution providers offer?
3. What is the vendor wallet share of solution providers?
4. Where do customers buy hardware/software from?
5. What are competitors doing exceedingly well to renew/build client relationships?
6. What are the channel partners' capabilities in the areas of cloud, big data and analytics, mobility, and social?

Companies Analyzed

IDC's *China Top Solution Partner Database* product examines how industry solution providers as well as their enterprise hardware and software partners are positioning themselves to compete in the industry solution market. This product reviews the strategies, market positioning, and future direction of several providers in the industry solution market, including:

Dell, H3C, Hewlett Packard Enterprise, Huawei, IBM, and Lenovo.