



Customer Success Stories

Refining market strategy: How expert insights sharpened positioning and accelerated growth

Situation

As the industrial data market evolved, a leading real-time data analytics provider sought to expand into a competitive and complex landscape.

To drive growth, the company needed to refine its messaging and positioning to clearly differentiate its value for large industrial players while also engaging partners and investors.

Solution

Recognizing the shifting market dynamics, the company partnered with IDC to gain expert insights into emerging industry trends and buyer priorities. Working closely with a leading IDC analyst, they refined their market positioning to ensure their messaging:

- Differentiated their value proposition in an increasingly competitive space
- Aligned with industry trends and the priorities of both customers and investors
- Strengthened partnerships with major technology providers, enhancing market credibility



The analyst's insights have been incredibly helpful in how we think about communicating with partner organizations like Microsoft. His guidance has helped us align our message with the market's needs."

Results

By leveraging IDC's market intelligence and strategic guidance, the company activated a refined go-to-market strategy, ensuring they reached active buyers with informed, compelling narratives. The result? A stronger competitive stance, greater market traction, and an AI-driven data solution positioned for long-term success.



About IDC

IDC is the premier global intelligence, data and events provider for the IT, telecom, and consumer technology markets. With more than 1,300 analysts worldwide, IDC offers global, regional, and local expertise on technology and industry opportunities and trends in over 110 countries.

Break into new verticals

Looking to refine your market strategy and strengthen industry positioning?

IDC provides expert insights, market validation, and thought leadership support to help you align with industry trends, engage key stakeholders, and drive growth.

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