

## Gartner Says Worldwide Server Market Constraint Continued in Second Quarter of 2009

STAMFORD, Conn. , 2 September 2009 — In the second quarter of 2009, worldwide server shipments dropped 28 per cent year-on-year, while revenue fell 29.4 percentage points year on year, according to Gartner, Inc.

“The server market remains constrained on a worldwide level,” said Jeffrey Hewitt, research vice president at Gartner. “Server sales have felt the impact of reduced budgets since the last half of 2008 and the second quarter of this year remained in the negative.”

“No server segment was immune from the economic woes. x86-based servers fell 27.4 per cent in units and 25.7 per cent in revenue. RISC/Itanium Unix servers also were impacted in quarterly results with drops of 40.6 per cent in units and 31.4 per cent in vendor revenues,” Mr Hewitt said.

The server market was negatively impacted in all geographic regions. Europe, Middle East, and Africa (EMEA) fell the most significantly with a 31.9 per cent decline in shipments and 35.8 per cent in vendor revenue. The effects from the dollar exchange rate to local currencies had an additional negative influence. Asia/Pacific felt the least downward pressure on units with a 17.2 per cent unit decline, and it also had the least vendor revenue impact for the period with a 15 per cent decrease.

IBM continued to lead the worldwide server market based on revenue (see Table 1). The company posted just over \$3 billion in server vendor revenue for a total share of 32.5 per cent worldwide for the second quarter of 2009. This share was up 1 per cent from the same period last year. While IBM retained the No. 1 spot, it sustained a 27.1 per cent revenue decline, with all of its server brands posting year-on-year decreases.

All of the top five global vendors, Dell, Fujitsu, HP, IBM, and Sun, had double-digit declines in revenue for the second quarter of 2009.

**Table 1**  
Worldwide: Server Vendor Revenue Estimates, 2Q09 (U.S. Dollars)

Company	2Q09 Revenue	2Q09 Market Share (%)	2Q08 Revenue	2Q08 Market Share (%)	2Q08-2Q09 Growth (%)
IBM	3,146,461,260	32.5	4,318,956,465	31.5	-27.1
Hewlett-Packard	2,797,312,338	28.9	4,003,027,837	29.2	-30.1
Dell Inc.	1,293,178,966	13.3	1,623,285,218	11.8	-20.3
Sun Microsystems	1,041,672,106	10.8	1,633,955,195	11.9	-36.2
Fujitsu/Fujitsu					
Siemens	321,752,146	3.3	492,821,856	3.6	-34.7
Other Vendors	1,089,310,265	11.2	1,656,883,335	12.1	-34.3
<b>Total</b>	<b>9,689,687,081</b>	<b>100.0</b>	<b>13,728,929,906</b>	<b>100.0</b>	<b>-29.4</b>

Source: Gartner (September 2009)

In server shipments, Hewlett-Packard remained the worldwide leader for the second quarter of 2009 despite a shipment decline of 26.1 per cent for the year (see Table 2). All of HP’s server brands had a year-on-year decline for the period.

Of the top ten vendors in server shipments worldwide, seven posted double-digit decreases in units for the second quarter.

The least impacted server segment was x86 blade servers which fell 23.6 percent in units and 13.6 percent in vendor revenue for the second quarter.

**Table 2**  
Worldwide: Server Vendor Shipment Estimates, 2Q09 (Units)

Company	2Q09 Shipments	2Q09 Market Share (%)	2Q08 Shipments	2Q08 Market Share (%)	2Q08-2Q09 Growth (%)
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	Share (%)		Share (%)		
Hewlett-Packard	522,447	31.0	706,724	30.2	-26.1
Dell Inc.	402,187	23.9	577,163	24.7	-30.3
IBM	226,570	13.4	308,835	13.2	-26.6
Sun Microsystems	63,412	3.8	96,510	4.1	-34.3
Fujitsu/Fujitsu					
Siemens	48,819	2.9	61,077	2.6	-20.1
Other Vendors	422,371	25.1	590,468	25.2	-28.5
<b>Total</b>	<b>1,685,806</b>	<b>100.0</b>	<b>2,340,777</b>	<b>100.0</b>	<b>-28.0</b>

Source: Gartner (September 2009)

In Europe, the Middle East and Africa (EMEA), server shipments totalled just over 490,000 units in the second quarter of 2009, a decline of 32 per cent from the same period last year (see Table 4). Server revenue totalled \$3 billion in the second quarter of 2009, a decline of 36 per cent over the same quarter last year (see Table 3).

"In the second quarter of 2009, the server market continued the dramatic declines of the first quarter, as economic weakness continued to negatively affect levels of expenditure," said Errol Rasit, senior research analyst at Gartner. "The second quarter offered no respite to the dire results seen in the first quarter, and showed slightly weaker year-on-year declines, as server spending in all segments remained constrained. The priority for server vendors for the second half of 2009 is to adjust their plans in line with modest improvements in server spending as the economy starts to recover."

In the x86 market, total volumes in EMEA declined 31 per cent compared to the second quarter of 2008. Of the top five vendors, HP in the No. 1 spot exhibited a decline of 31 per cent. The No. 2 and No. 3 vendors, IBM and Dell showed the largest declines of the top five at 35 per cent.

RISC and Itanium UNIX revenues declined 38 per cent in the second quarter of 2009. Of the top five vendors in this segment, Sun regained the No. 1 position despite a decline of 40 per cent. Its fiscal year end providing a slight market share advantage relative to its competitors' more typical seasonal performances. IBM in the No. 2 position was the least impacted vendor in this segment, but still exhibited a decline of 22 per cent. HP in the No. 3 position posted a 45 per cent decline, while Bull, which had performed relatively well in the first quarter, succumbed to the general market forces in the second quarter and declined 46 per cent. Fujitsu in the No. 5 position exhibited the largest decline of 73 per cent due to weakness in demand in key countries such as Germany and a greater focus on its x86 product portfolio.

**Table 3**  
**EMEA: Server Vendor Revenue Estimates, 2Q09 (US Dollars)**

Company	2Q09 Revenue	2Q09 Market Share (%)	2Q08 Revenue	2Q08 Market Share (%)	2Q08-2Q09 Growth (%)
HP	987,076,991	32.0	1,552,840,810	32.3	-36.4
IBM	933,565,694	30.3	1,513,864,427	31.5	-38.3
Sun	428,125,437	13.9	663,604,504	13.8	-35.5
Dell	299,362,037	9.7	412,602,548	8.6	-27.4
Fujitsu	168,625,587	5.5	277,972,116	5.8	-39.3
Others	266,743,832	8.7	380,564,829	7.9	-29.9
<b>Total</b>	<b>3,083,499,578</b>	<b>100.0</b>	<b>4,801,449,235</b>	<b>100.0</b>	<b>-35.8</b>

Source: Gartner (September 2009)

**Table 4**  
**EMEA: Server Vendor Shipment Estimates, 2Q09 (Units)**

Company	2Q09 Shipment	2Q09 Market Share (%)	2Q08 Shipment	2Q08 Market Share (%)	2Q08-2Q09 Growth (%)
HP	200,421	40.8	293,621	40.6	-31.7
Dell	90,273	18.4	138,000	19.1	-34.6
IBM	62,359	12.7	95,861	13.3	-34.9
Fujitsu	31,207	6.3	40,775	5.6	-23.5
Sun	22,655	4.6	30,584	4.2	-25.9

Others	84,743	17.2	123,561	17.1	-31.4
<b>Total</b>	<b>491,658</b>	<b>100.0</b>	<b>722,402</b>	<b>100.0</b>	<b>-31.9</b>

Source: Gartner (September 2009)

In server shipments, HP maintained its No. 1 position, marginally increasing its share by 0.1 per cent compared to the second quarter of 2008. Even though it saw a decline of 31.7 per cent, HP outpaced its nearest rivals Dell and IBM as a result of its product breadth, market coverage and strong sales execution.

“As economic conditions start to stabilise, the outlook for the third quarter of 2009 is for slightly improved results compared with those seen in the first half of 2009. Even with this relative improvement, we expect server spending behaviour to remain cautious through the second half of 2009, with the market not returning to growth until 2010,” concluded Mr Rasit.

#### **Gartner YouTube Channel**

Additional comments regarding the second quarter results for the server market are available on the Gartner YouTube channel at <http://www.youtube.com/watch?v=pV0WHM-yyn0>. Additional Gartner videos are available at <http://www.youtube.com/user/Gartnervideo>.

More information is available to subscribers of Gartner Dataquest’s Servers Quarterly Statistics Worldwide program. This program provides worldwide market size and share data by vendor revenue and unit shipments. Segments include: region, vendor, vendor brand, sub brand, CPU type, CPU group, Max CPU, platform, price band, operating systems and distribution channels.

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Le marché mondial du stockage sur disque à contrôleur externe au deuxième trimestre

### **Gartner Says Worldwide External Controller-Based Disk Storage Market Declined 15.7 Per Cent in the Second Quarter of 2009**

STAMFORD, Conn., September 3, 2009 — Worldwide external controller-based (ECB) disk storage revenue totalled nearly \$3.8 billion in the second quarter of 2009, a 15.7 per cent decline from the same period in 2008, according to Gartner, Inc.

“The year-on-year double-digit decline of 15.7 per cent primarily resulted from the economic downturn and longer sales cycles,” said Donna Taylor, principal research analyst for Gartner’s global Storage Quarterly Statistics programme. “A bright spot in the disk array market has been in Network Attached Storage (NAS), which experienced a 3.5 per cent year-on-year growth rate in the second quarter of 2009.”

EMC maintained its No.1 position with 23.7 per cent revenue market share (see Table 1). IBM placed second with 15.7 per cent, and Hewlett-Packard came in third with 10.3 per cent of the market. Dell

placed fourth with 9.2 per cent, followed by Hitachi/HDS with 8.7 per cent. NetApp and Sun Microsystems placed sixth and seventh, respectively, with 8.5 per cent and 4.5 per cent market share.

**Table 1**  
**Worldwide External Controller-Based Disk Storage Vendor Revenue Estimates for 2Q09**  
(Millions of US Dollars)

<b>Company</b>	<b>2Q09 Revenue (\$M)</b>	<b>2Q09 Market Share (%)</b>	<b>2Q08 Revenue (\$M)</b>	<b>2Q08 Market Share (%)</b>	<b>2Q08 - 2Q09 Revenue Change (%)</b>
EMC <sup>1</sup>	891.9	23.7	1,082.9	24.2	-17.6
IBM	592.7	15.7	628.3	14.1	-5.7
Hewlett-Packard	388.3	10.3	540.5	12.1	-28.2
Dell	345.4	9.2	402.6	9.0	-14.2
Hitachi/HDS <sup>2</sup>	326.8	8.7	379.6	8.5	-13.9
NetApp	322.1	8.5	357.0	8.0	-9.8
Sun Microsystems	169.3	4.5	294.0	6.6	-42.4
Others <sup>3</sup>	730.9	19.4	786.0	17.6	-7.0
<b>Total</b>	<b>3,767.5</b>	<b>100.0</b>	<b>4,470.9</b>	<b>100.0</b>	<b>-15.7</b>

Note1 EMC revenue excludes OEM revenue from Dell and Fujitsu Siemens.

Note2 Hitachi/Hitachi Data Systems revenue excludes OEM revenue from HP and Sun Microsystems.

Note 3 Others revenue in 2Q09 includes new vendor coverage not available in 2Q08, as well as enhanced estimates of the “white box” market

Source: Gartner (September 2009)

*\* Please note that at the beginning of the fourth quarter of 2008, Gartner added new vendor coverage in the Others category, as well as enhanced “white box” estimates. Therefore, revenue estimates for the Others category will tend to distort market shares among all categories until FY09, when an apples-to-apples comparison will be possible. As a result, Gartner suggests that readers focus instead on the individual “named” vendors’ year-on-year revenue % change.*

Gartner ECB disk storage reports reflect hardware only revenue, as well as hardware revenue associated with financial leases and managed services. Optional storage software revenue and storage area network infrastructure components are excluded.

## About Gartner

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