

Top 5 Corporate Family, EMEA Server Factory Revenue, Third-Quarter 2012

Vendor	3Q12 Server Revenue	3Q12 Market Share	3Q11 Server Revenue	3Q11 Market Share	3Q12/3Q11 Revenue Growth
HP	\$1,085.9	37.8%	\$1,309.0	40.8%	-17.0%
IBM	\$774.9	27.0%	\$847.3	26.4%	-8.5%
Dell	\$439.9	15.3%	\$427.1	13.3%	3.0%
Fujitsu	\$161.9	5.6%	\$174.0	5.4%	-7.0%
Oracle	\$159.9	5.6%	\$247.4	7.7%	-35.4%
Other	\$252.3	8.8%	\$203.0	6.3%	24.3%
Total market	\$2,874.8	100.0%	\$3,207.8	100.0%	-10.4%

Source: IDC's EMEA Quarterly Server Tracker, November 2012

IDC's EMEA Quarterly Server Tracker is a quantitative tool for analyzing the server market on a quarterly basis. The tracker includes quarterly shipments (both ISS and upgrades) and revenues (both customer and factory), segmented by vendor, family, model, region, country, operating system, price band, CPU type, and architecture.