

Top 5 Corporate Vendor Family, EMEA Server Factory Revenue, 3Q11

Vendor	3Q11 Revenue	3Q11 Market Share	3Q10 Revenue	3Q10 Market Share	3Q11/3Q10 Growth
HP	\$1,307.3	40.5%	\$1,379.3	43.0%	-5.2%
IBM	\$851.2	26.4%	\$890.6	27.8%	-4.4%
Dell	\$427.0	13.2%	\$364.6	11.4%	17.1%
Oracle	\$247.2	7.7%	\$192.7	6.0%	28.3%
Fujitsu	\$174.0	5.4%	\$182.9	5.7%	-4.9%
Other	\$219.0	6.8%	\$195.7	6.1%	11.9%
Total	\$3,225.8	100.0%	\$3,205.8	100.0%	0.6%

Source: IDC's EMEA Quarterly Server Tracker, December 2011