

Top 3 Vendors, Worldwide Integrated Systems, Third Quarter of 2015 (Revenues are in Millions)

Vendor	3Q15 Revenue	3Q15 Market Share	3Q14 Revenue	3Q14 Market Share	3Q15/3Q14 Revenue Growth
1. VCE	\$482.86	27.8%	\$579.75	24.3%	12.96%
2. HP	\$357.46	22.5%	\$314.17	19.5%	13.78%
3. Oracle	\$339.51	21.3%	\$313.11	19.4%	8.43%
All Others	\$451.55	28.4%	\$594.90	36.8%	-24.1%
Total Factory Value	\$1,591.35	100.0%	\$1614.18	100.0%	-1.41%

Source: IDC Worldwide Converged Systems Tracker, December 21, 2015

Top 3 Vendors, Worldwide Certified Reference Systems, Third Quarter of 2015 (Revenues are in Millions)

Vendor	3Q15 Revenue	3Q15 Market Share	3Q14 Revenue	3Q14 Market Share	3Q15 /3Q14 Revenue Growth
1. Cisco/NetApp	\$308.96	45.18%	\$305.34	44.79%	1.19%
2. EMC	\$222.93	32.60%	\$229.05	33.61%	-2.67%
3. Hitachi	\$74.43	10.88%	\$74.83	10.98%	-0.53%
All Others	\$77.56	11.34%	\$72.53	10.63%	6.94%
Total Factory Value	\$683.87	100.0%	\$681.74	100.0%	0.31%

Source: IDC Worldwide Converged Systems Tracker, December 21, 2015