

## Gartner: Strong Q4 2017 Revenue Growth for EMEA Servers

Written by Marco Attard  
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Gartner reports EMEA shows "strong" server revenue growth in Q4 2017 reaching 19.9% Y-o-Y-- even as shipments are down by -7.9% Y-o-Y, making for something of a mixed server bag for the region.

**Table 1**

**Worldwide: Server Vendor Revenue Estimates, 4Q17 (U.S. Dollars)**

Company	4Q17 Revenue	4Q17 Market Share (%)	4Q16 Revenue	4Q16 Market Share (%)	4Q17-4Q16 Growth (%)
Dell EMC	3,606,976,178	19.4	2,578,181,854	17.4	39.9
HPE	3,578,005,770	19.3	3,392,601,012	23.0	5.5
IBM	2,623,501,533	14.1	1,732,474,861	11.7	51.4
Inspur Electronics	1,260,671,411	6.8	553,514,048	3.7	127.8
Huawei	1,244,283,075	6.7	1,149,813,371	7.8	8.2
Others	6,253,392,745	33.7	5,369,366,683	36.3	16.5
<b>Total</b>	<b>18,566,830,711</b>	<b>100.0</b>	<b>14,775,951,829</b>	<b>100.0</b>	<b>25.7</b>

Source: Gartner (March 2018)

On a global basis, the analyst says the Q4 2017 server market is driven by strong economies, with "a variety of positive server shipment and revenue mixes in almost all geographies." As such, WW Q4 2017 server revenues are up by 25.7% Y-o-Y, while shipments show 8.8% Y-o-Y growth. For overall 2017, revenue growth reaches 10.4% and shipments growth totals 3.1%.

"Both enterprises and hyperscale data centers produced positive results globally for the year as

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end users seek to implement more digital business solutions," Gartner remarks. "The outlook for 2018 suggests that modest growth will continue, with enterprise end users taking an ongoing hybrid approach to both on-premises and public cloud choices based on their server application objectives."

**Table 2**

**Worldwide: Server Vendor Shipments Estimates, 4Q17 (Units)**

Company	4Q17 Shipments	4Q17 Market Share (%)	4Q16 Shipments	4Q16 Market Share (%)	4Q17-4Q16 Growth (%)
Dell EMC	582,720	18.2	562,029	19.1	3.7
HPE	439,936	13.8	504,407	17.2	-12.8
Huawei	257,916	8.1	245,611	8.4	5.0
Inspur Electronics	235,658	7.4	141,132	4.8	67.0
Lenovo	181,523	5.7	220,296	7.5	-17.6
Others	1,499,578	46.9	1,265,169	43.1	18.5
<b>Total</b>	<b>3,197,331</b>	<b>100.0</b>	<b>2,938,644</b>	<b>100.0</b>	<b>8.8</b>

When it comes to vendors, Dell EMC and HPE are neck-to-neck in the Q4 2017 revenue rankings. Dell EMC takes the no. 1 spot with 19.4% revenue share and strong 39.9% Y-o-Y growth. HPE follows with 19.3% of the market and growth reaching just 5.5% Y-o-Y. Inspur Electronics shows the strongest growth in Q4 2017 at 127.8% Y-o-Y.

In shipment terms Dell is also no. 1 with 18.2% market share. HPE is no. 2 with 13.8% share, despite a -12.8% Y-o-Y drop.

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