

## Gartner: Q3 2012 EMEA Server Shipments, Revenues Down

Written by Marco Attard  
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Economic weakness persists throughout EMEA during Q3 2012 Gartner reports-- server shipments drop by -2.8% Y-o-Y to reach 590000 units while revenues total \$3 billion with a -9% Y-o-Y decline.

"EMEA remains the weak spot for global server sales," Gartner remarks. "Each of the 3 EMEA sub regions saw revenue contract: W. Europe by -7.6%, E. Europe by -11.8%, and MEA by -14.%. We're not seeing signs of demand weakening significantly, but EMEA continues to present a very challenging environment for server vendors to operate in."

### EMEA: Server Vendor Revenue Estimates, 3Q12 (Millions of U.S. Dollars)

Company	3Q12 Revenue	3Q12 Market Share (%)	3Q11 Revenue	3Q11 Market Share (%)	3Q12-3Q11 Growth (%)
HP	1,083,893,433	36.6	1,301,580,579	40.0	-16.7
IBM	697,969,730	23.6	756,439,235	23.3	-7.7
Dell	454,751,400	15.4	414,500,382	12.7	9.7
Fujitsu	192,858,138	6.5	204,955,661	6.3	-5.9
Oracle	171,691,600	5.8	242,828,070	7.5	-29.3
Other Vendors	359,313,506	12.1	331,419,006	10.2	8.4
<b>Total</b>	<b>2,960,477,807</b>	<b>100.0</b>	<b>3,251,722,932</b>	<b>100.0</b>	<b>-9.0</b>

Source: Gartner (November 2012)

All 3 technology segments see revenue declines-- x86 by -4.5%, RISC/Itanium Unix by 18.5% and Other CPU by -29.3%.

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When it comes to the top 5 vendors, only one company sees positive results-- #3 vendor Dell with 9.7% revenue growth (reaching \$414.5m) thanks to improved enterprise capabilities and expanded channel coverage.

HP remains on top despite a -16.7% fall while IBM follows with a -7.7% decline.

### EMEA: Server Vendor Shipment Estimates, 3Q12 (Units)

Company	3Q12 Shipment	3Q12 Market Share (%)	3Q11 Shipment	3Q11 Market Share (%)	3Q12-3Q11 Growth (%)
HP	233,538	39.6	254,457	42.0	-8.2
Dell	119,443	20.3	120,145	19.8	-0.6
IBM	70,712	12.0	67,102	11.1	5.4
Fujitsu	31,738	5.4	39,173	6.5	-19.0
Cisco	11,756	2.0	7,901	1.3	48.8
Other Vendors	122,613	20.8	117,743	19.4	4.1
<b>Total</b>	<b>589,800</b>	<b>100.0</b>	<b>606,521</b>	<b>100.0</b>	<b>-2.8</b>

Source: Gartner (November 2012)

The analyst does not have much of hope for Q4 2012-- the last quarter will continue the year's downbeat turn as demand constraints limit market opportunities.

On a global perspective, Gartner reports server shipments are up (3.6%) while revenues are down (-2.8%), also due to ongoing economic weakness and market segment differences.

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