

## Gartner: Q1 2013 Remains a Challenge in Servers

Written by Marco Attard  
31 May 2013

---

EMEA server shipments and revenues continue to fall during Q1 2013, Gartner reports-- shipments total 580000 units with a -6.8% Y-o-Y decline, while revenues drop by -9.6% to \$2.96bn, with contractions across all EMEA regions.

"Following a challenging 2012, 2013 started in very much the same way," the analyst remarks. "Budgets are restricted and server infrastructure spending is clearly not the highest priority for many organizations."

### EMEA: Server Vendor Shipments Estimates, 1Q13 (Units)

Company	1Q13 Shipments	1Q13 Market Share (%)	1Q12 Shipments	1Q12 Market Share (%)	1Q13-1Q12 Growth (%)
HP	218,610	37.5	251,947	40.2	-13.2
Dell	132,187	22.7	128,833	20.6	2.6
IBM	56,184	9.6	63,993	10.2	-12.2
Fujitsu	36,463	6.2	40,127	6.4	-9.1
Cisco	14,691	2.5	9,441	1.5	55.6
Others	125,308	21.5	131,744	21.0	-4.9
<b>Total</b>	<b>583,443</b>	<b>100.0</b>	<b>626,085</b>	<b>100.0</b>	<b>-6.8</b>

Source: Gartner (May 2013)

Revenues contract by contract by -9.6% in W. Europe, -9.4% in E. Europe and -13.4% in MEA during Q1 2013.

The only server segment seeing growth is x86 (1.8% Y-o-Y). Migrations to lower-cost and more flexible alternatives cause a -54.8% Y-o-Y drop in RISC/Itanium Unix revenues, while Other CPU revenues decline by -9.9% following Q4 2012 growth.

## Gartner: Q1 2013 Remains a Challenge in Servers

Written by Marco Attard  
31 May 2013

---

Dell and Fujitsu are the only 2 vendors seeing growth (18.9% and 1.1% Y-o-Y respectively) in the region. HP remains on top with 35% share, followed by IBM with 20.9%.

"...[Server] spending levels are very low and there is severe weakness in the high-end segment." Gartner continues "There are still areas of opportunity, but vendors need to be agile and focused on addressing them. The outlook for 2013 remains challenging."

The only "consolation" for EMEA vendors? Globally the region is not the worst off performance-wise-- Japanese Q1 2013 declines reach -19% Y-o-Y. The US and Asia/Pacific are the only regions seeing growth.

On a global perspective Q1 2013 server shipments decline by -0.7% Y-o-Y to 2.3m units, while revenues fall by -5% to \$11.8 billion.

### Worldwide: Server Vendor Shipments Estimates, 1Q13 (Units)

Company	1Q13 Shipments	1Q13 Market Share (%)	1Q12 Shipments	1Q12 Market Share (%)	1Q13-1Q12 Growth (%)
HP	580,563	24.9	685,015	29.2	-15.2
Dell	516,355	22.2	503,450	21.5	2.6
IBM	230,446	9.9	267,556	11.4	-13.9
Fujitsu	73,375	3.2	86,360	3.7	-15.0
Cisco	53,873	2.3	40,498	1.7	33.0
Others	874,396	37.5	763,205	32.5	14.6
<b>Total</b>	<b>2,329,009</b>	<b>100.0</b>	<b>2,346,083</b>	<b>100.0</b>	<b>-0.7</b>

Source: Gartner (May 2013)

According to the analyst "x86 server shipment growth was flat in the quarter, while revenue increased 1.8%. RISC/Itanium Unix servers declined globally for the period, down 38.8% in shipments and down 35.8% in vendor revenue compared to the same quarter last year. The

## Gartner: Q1 2013 Remains a Challenge in Servers

Written by Marco Attard

31 May 2013

---

Other CPU category, which is primarily mainframes, exhibited an increase of 3.6% in WW revenue.”

Go [Gartner Quarterly Server Market Tracker](#)