Written by Marco Attard
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According to IDC global Q2 2016 converged system revenues are up by 12.1% Y-o-Y to $2.9 billion, with the new storage capacity generated by shipments reaching 1693 petabytes, a 31.8% increase over the same period in 2015.



IDC divides converged systems in 4 categories-- Integrated Systems (pre-integrated, vendor-certified systems), Certified Reference Systems (pre-integrated systems designed with hardware from multiple vendors), Integrated Platforms (integrated systems sold with additional pre-integrated packaged systems and custom engineering) and Hyperconverged Systems (a single highly virtualised system combining core storage and compute functionality).

Integrated Infrastructure and Certified Reference System revenues total $1.6bn in Q2 2016, a 4.7% Y-o-Y increase, making 54.8% of total market revenue. EMC is the largest supplier of the combined Certified Reference System and Integrated Infrastructure categories, with revenues worth $699.58 million and 43% market share.

One has to note all VCE brands became part of the EMC Converged Platforms Division since Q1 2016, with all historical data from 2012 to 2015 remaining under the VCE vendor.

On the other hand Integrated Platforms see Q2 2016 revenues decline by -3.5% Y-o-Y to $864.09m, leading to 29.1% market revenue share. Oracle is the top Integrated Platform vendor, with revenues reaching $481.7m and 55.8% market share. Meanwhile Hyperconverged sales see Y-o-Y growth of 137.5%, generating $480.62m in revenue, 16.2% of total market revenue.

"More and more, we are seeing end users looking beyond the hardware specs and performance metrics," the analyst says. "End users in this market are looking for vendors that are adept at building and maintaining deep customer relationships. Converged system vendors that are able to build these deep relationships with their customers are positioned for growth."

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