

## Gartner: Global Server Revenues Up 16% in Q3

Written by Marco Attard  
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Global server revenues are up by 16% Y-o-Y in Q3 2017, Gartner reports, while shipments show 5.1% Y-o-Y growth-- making a period of continued growth, if with "varying regional results."

**Table 1**  
**Worldwide: Server Vendor Revenue Estimates, 3Q17 (U.S. Dollars)**

| Company            | 3Q17<br>Revenue       | 3Q17 Market<br>Share (%) | 3Q16<br>Revenue       | 3Q16 Market<br>Share (%) | 3Q17-3Q16<br>Growth (%) |
|--------------------|-----------------------|--------------------------|-----------------------|--------------------------|-------------------------|
| HPE                | 3,144,197,027         | 21.3                     | 3,247,173,253         | 25.5                     | -3.2                    |
| Dell EMC           | 3,070,405,586         | 20.8                     | 2,227,185,685         | 17.5                     | 37.9                    |
| IBM                | 1,130,618,441         | 7.7                      | 889,723,595           | 7.0                      | 27.1                    |
| Inspur Electronics | 1,085,706,835         | 7.4                      | 501,144,279           | 3.9                      | 116.6                   |
| Cisco              | 996,248,000           | 6.8                      | 929,440,000           | 7.3                      | 7.2                     |
| Others             | 5,317,865,262         | 36.1                     | 4,920,169,892         | 38.7                     | 8.1                     |
| <b>Total</b>       | <b>14,745,041,151</b> | <b>100.0</b>             | <b>12,714,836,704</b> | <b>100.0</b>             | <b>16.0</b>             |

Source: Gartner (December 2017)

A main driver for the period is the build-out of infrastructure to support cloud and hybrid-cloud implementations. As such, x86 server shipments are up by 5.3% Y-o-Y with revenues growing by 16.7%, while RISC/Itanium Unix servers are down 2.3% Y-o-Y in shipments and 18.3% Y-o-Y in revenues.

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The "other" CPU category-- primarily consisting of mainframes-- shows a 54.5% Y-o-Y increase.

**Table 2**

**Worldwide: Server Vendor Shipments Estimates, 3Q17 (Units)**

| Company            | 3Q17 Shipments   | 3Q17 Market Share (%) | 3Q16 Shipments   | 3Q16 Market Share (%) | 3Q17-3Q16 Growth (%) |
|--------------------|------------------|-----------------------|------------------|-----------------------|----------------------|
| Dell EMC           | 502,845          | 17.8                  | 452,383          | 16.8                  | 11.2                 |
| HPE                | 462,777          | 16.4                  | 492,273          | 18.3                  | -6.2                 |
| Inspur Electronics | 203,306          | 7.2                   | 119,943          | 4.5                   | 69.5                 |
| Lenovo             | 151,575          | 5.4                   | 228,097          | 8.5                   | -33.5                |
| Huawei             | 145,441          | 5.1                   | 163,355          | 6.1                   | -11.0                |
| Others             | 1,362,727        | 48.2                  | 1,234,567        | 45.9                  | 10.4                 |
| <b>Total</b>       | <b>2,828,617</b> | <b>100.0</b>          | <b>2,691,618</b> | <b>100.0</b>          | <b>5.1</b>           |

Source: Gartner (November 2017)

In the vendor rankings, HPE continues to lead in terms of WW market share based on revenue, even if it sees a revenue decline of -3.2% Y-o-Y. HPE revenues total \$3.1 billion, 21% of Q3 2017. Dell follows with 37.9% Y-o-Y growth and 20.8% market share, while Inspur Electronics revenues grow by 116.6% thanks to sales to China-based cloud providers and global expansion efforts.

When it comes to shipments, Dell EMC remains in top position with 17.8% market share and

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11.2% Y-o-Y growth. HPE secures 2nd place with 16.4% share, while Inspur comes 3rd with 69.5% growth and 7.2% market share.

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