

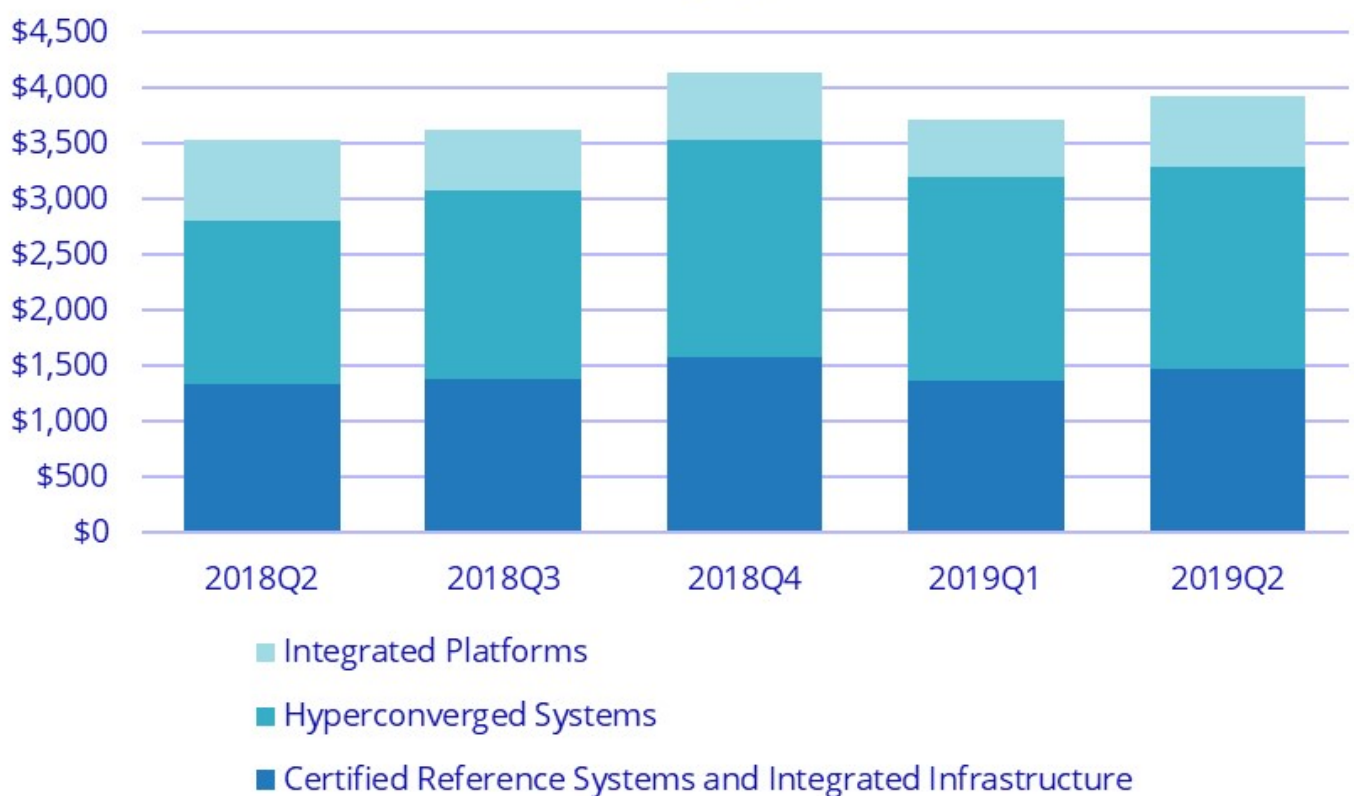
IDC: Converged Solutions Continue to Evolve

Written by Frederick Douglas
04 October 2019

The global converged systems market sees revenues worth \$3.9 billion in Q2 2019, IDC reports, a 10.9% Y-o-Y increase brought about by converged infrastructure solutions evolving to align with the needs of a hybrid cloud world.



Worldwide Converged Systems Market by Product Category, 2019Q2



Source: IDC 2019

"Modern converged solutions are driving growth because they allow organisations to leverage standardized, software-defined, and highly automated datacenter infrastructure that is

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increasingly the on-premises backbone of a seamless multi-cloud world," the analyst continues.

Converged solutions are defined by the analyst as pre-integrated, vendor-certified systems containing server hardware, disk storage systems, networking equipment, and basic element/systems management software. IDC does not count systems not sold with all four of these components are not counted within this analysis.

IDC divides the converged systems market in 3 segments-- certified reference systems & integrated infrastructure, integrated platforms and hyperconverged systems. The certified reference systems & integrated infrastructure market is worth \$1.5bn in Q2 2019, a 10.5% Y-o-Y increase and 37.5% of total converged systems revenue. Integrated platform sales are down by -14.4% Y-o-Y to \$626 million, making 16% of the total. Hyperconverged systems sales are up by 23.7% Y-o-Y in Q2 2019, bringing sales of \$1.8bn accounting to 46.6% of the total market.

Dell is the largest branded hardware vendor in terms of revenue, with \$533.2m and 29.2% share. Nutanix follows with \$258.8m, 14.2% of the total, while 3rd placing Cisco generates \$144m in revenues representing 6.2% market share. As for software, VMware makes \$694.1m in Q2 2019 revenues, or 38% of the total market. Nutanix software represents \$522m in revenue, making 28.6% market share.

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