

## Dell Dependence on Enterprise Grows

Written by Marco Attard  
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Overall Dell revenue for fiscal Q3 2013 is down by -11% Y-o-Y (or 5.3% Q-o-Q), reaching \$13.7bn. Earlier analyst forecasts hoped for Dell revenues showing at least 3% Y-o-Y growth.



EMEA is the worst hit region, with revenues dropping by -15% Y-o-Y.

Enterprise remains the only bright spot for the PC maker-- Dell Enterprise Solutions and Services revenues grow by 3% (to \$4.8bn) and server and networking products reach 11% Y-o-Y growth.

However it does see declines in large enterprise (-8%), public (-11%) and SMB (-1%) revenues, reflecting the current mood of the global economy.

This contrasts with consumer revenues dropping by -23% Y-o-Y to \$2.5 billion (with \$65 million in operating losses), mostly due the general PC market continues its global downwards spiral.

The company hopes the situation will improve through post-Windows 8 shipments, even if it is somewhere between a rock and a hard place in PCs-- Lenovo and Asus ( [the only two PC makers actually showing growth during Q3 2012 according to Gartner](#) ) on one side and consumer preference for mobile devices on the other.

As Dell CEO Steve Felice admits “growth in [PC] space continues to occur predominantly in the

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low value and entry-level desktops and notebooks, where we've chosen not to participate, and in tablets."

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