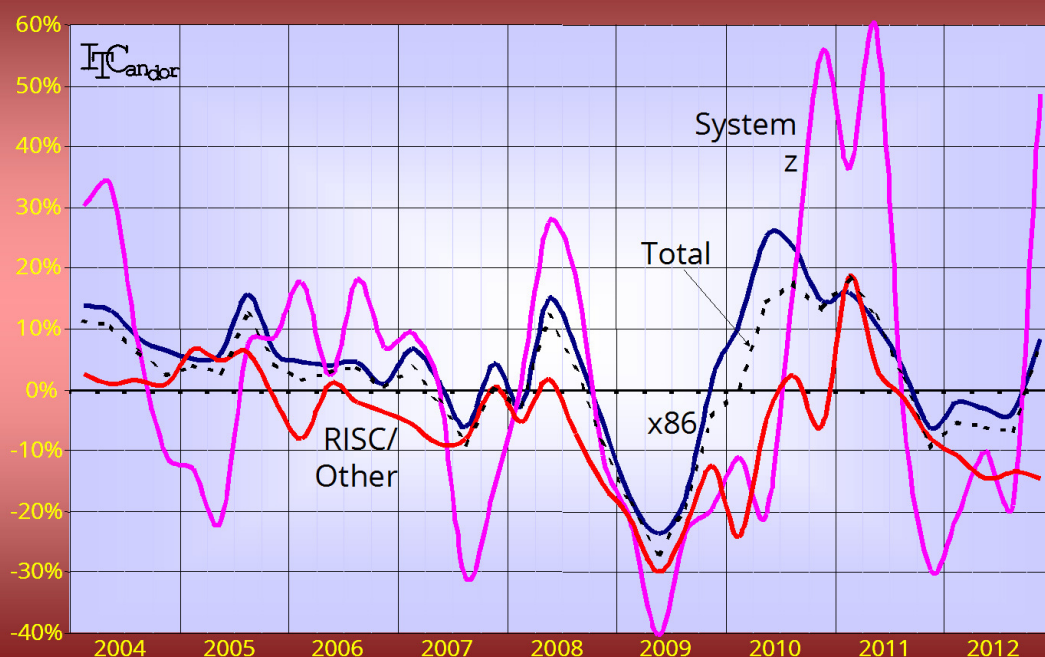


ITCandor Server Tracker Fact Sheet

Our server tracker is designed to help business planners in the supplier community keep abreast of the developments and sales in the server market. Our data covers x86, RISC and mainframe servers and also offers splits by server hypervisor. Our close attention to the developing installed base is ideal for software companies addressing specific platforms.

Server Market Revenue (\$US) Growth By Type And Quarter - 2004-2012



Source and Copyright ITCandor, 2013

You will receive a quarterly data set for servers including the following elements:

- Revenues (\$m current)
- Net Profit (\$m)

Notes – all values at a country level can be quoted in local currency

- Supplier Headcount
- Unit shipment and installed base
- Period – quarterly and annually from Q1 2003
- Forecasts – quarterly and annually from Q4 2011-Q4 2017
- Region – The Americas, Asia Pacific, EMEA
- Continent – The Americas, Asia Pacific, Europe, Middle East, Africa

- Country - Australia, Austria, Belgium, Brazil, Bulgaria, Canada, China, Czech Republic, Denmark, Egypt, Finland, France, Germany, Greece, Hungary, India, Iran, Ireland, Israel, Italy, Japan, Mexico, Netherlands, Nigeria, Norway, Other Americas, Other Asia Pacific, Poland, Portugal, Rest of Africa, Rest of Europe, Rest of Middle East, Romania, Russia, South Africa, Spain, Sweden, Switzerland, Turkey, UAE, UK, USA

Notes – customers can select from these countries for customised coverage

- Vendors - HP, IBM, Dell, Sun/Oracle, Fujitsu, Cisco, Bull, Hitachi, Teradata, Acer, Supermicro, Unisys, Asus, SGI, Cray/Appro, NEC, Lenovo, NCR, Huawei, Apple, Other
- Processor - x86, System z, PowerPC, Sparc, Itanium, PA, Mips, Alpha, ARM, Other
- Operating System - Windows, Unix, OS/390, Linux, Other
- Server Hypervisor - VMware, Hyper-V, Xen, Physical-only, Other

Our data set is supplied in Microsoft Excel Pivot table format, is updated quarterly and is available by the end of the second month following the quarter end (e.g. February, May, August and November)

Price - £5,500 for an annual subscription to this tracker including market data and forecast delivered in each quarter.

Unit	Vendor2	Q103	Q203	Q303	Q403	Q104	Q204	Q304	Q404	Q105	Q205	Q305	Q405	Q106	Q206	Q306	Q406	Q107	Q207	Q307	Q407	
Revenue (\$m)	HP	\$2,175	\$2,415	\$2,562	\$2,421	\$2,375	\$2,596	\$2,700	\$2,567	\$2,580	\$2,810	\$2,907	\$2,736	\$2,734	\$3,010	\$3,189	\$3,087	\$3,169	\$3,485	\$3	\$3	
	Dell	\$912	\$921	\$1,066	\$1,099	\$1,139	\$1,139	\$1,204	\$1,204	\$1,250	\$1,297	\$1,355	\$1,314	\$1,282	\$1,396	\$1,463	\$1,529	\$1,558	\$1,558	\$1	\$1	
	Sun/Oracle	\$1,530	\$1,580	\$1,568	\$1,365	\$1,638	\$1,654	\$1,505	\$1,577	\$1,274	\$1,539	\$1,474	\$1,825	\$1,468	\$1,634	\$1,377	\$1,729	\$1,420	\$1	\$1	\$1	
	Fujitsu	\$664	\$351	\$497	\$757	\$338	\$766	\$530	\$453	\$364	\$547	\$392	\$692	\$387	\$510	\$384	\$658	\$384	\$495	\$1	\$1	
	Cisco	\$138	\$165	\$189	\$189	\$189	\$189	\$189	\$189	\$181	\$138	\$209	\$134	\$176	\$126	\$209	\$123	\$184	\$117	\$1	\$1	
	Hitachi	\$297	\$229	\$229	\$229	\$229	\$229	\$229	\$229	\$254	\$295	\$266	\$328	\$274	\$317	\$286	\$322	\$260	\$322	\$1	\$1	
	Teradata	\$23	\$27	\$27	\$27	\$27	\$27	\$27	\$27	\$100	\$100	\$123	\$149	\$123	\$109	\$139	\$146	\$145	\$135	\$178	\$1	
	Acer	\$42	\$46	\$46	\$46	\$46	\$46	\$46	\$46	\$42	\$30	\$24	\$30	\$35	\$31	\$36	\$36	\$31	\$36	\$31	\$1	
	Unisys	\$286	\$255	\$255	\$255	\$255	\$255	\$255	\$255	\$195	\$209	\$294	\$211	\$183	\$192	\$253	\$195	\$176	\$176	\$1	\$1	
	Adis	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	
	SGI	\$44	\$62	\$76	\$45	\$52	\$52	\$56	\$56	\$30	\$38	\$55	\$49	\$55	\$55	\$92	\$57	\$41	\$65	\$1	\$1	
	Cray/Appro	\$1,531	\$959	\$1,229	\$1,738	\$1,065	\$1,157	\$1,210	\$1,740	\$1,115	\$1,710	\$1,470	\$1,003	\$1,564	\$368	\$466	\$190	\$146	\$1	\$1	\$1	
	Lenovo	\$414	\$444	\$532	\$709	\$709	\$709	\$709	\$709	\$673	\$673	\$673	\$673	\$673	\$673	\$673	\$673	\$673	\$673	\$673	\$673	\$673
	NCR	\$158	\$123	\$146	\$160	\$149	\$153	\$190	\$181	\$186	\$210	\$210	\$210	\$210	\$210	\$210	\$210	\$210	\$210	\$210	\$210	\$210
	Apple	\$3,276	\$2,570	\$2,926	\$3,281	\$3,701	\$2,791	\$3,067	\$3,320	\$3,740	\$3,740	\$3,740	\$3,740	\$3,740	\$3,740	\$3,740	\$3,740	\$3,740	\$3,740	\$3,740	\$3,740	\$3,740
	Other	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819	\$80,819
	IBM	\$7,763	\$105,159	\$97,070	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198	\$127,198
	Dell	\$245,660	\$255,035	\$279,812	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398	\$312,398
	Sun/Oracle	\$4,444	\$9,371	\$2,179	\$102,484	\$9,908	\$107,839	\$9,637	\$108,127	\$9,560	\$106,715	\$8,884	\$111,415	\$9,740	\$9,740	\$9,740	\$9,740	\$9,740	\$9,740	\$9,740	\$9,740	\$9,740
	Fujitsu	\$23,878	\$13,175	\$18,913	\$20,288	\$22,223	\$20,409	\$22,583	\$30,349	\$45,136	\$27,507	\$35,953	\$43,891	\$52,972	\$36,826	\$33,343	\$47,313	\$30,352	\$40,989	\$36	\$36	\$36
	Cisco	\$1,373	\$1,806	\$1,722	\$2,228	\$1,839	\$2,538	\$2,052	\$3,247	\$2,515	\$3,083	\$3,522	\$3,604	\$3,460	\$3,453	\$2,495	\$5,193	\$3,717	\$5,014	\$2,777	\$4	\$4
	Hitachi	\$9,351	\$7,680	\$8,999	\$10,410	\$13,231	\$13,297	\$13,414	\$13,536	\$10,996	\$10,871	\$12,381	\$26,495	\$26,176	\$25,176	\$27,510	\$28,817	\$28,817	\$28,817	\$28,817	\$28,817	\$28,817
	Teradata	\$13,503	\$15,252	\$19,428	\$27,130	\$26,237	\$26,895	\$34,401	\$44,848	\$45,460	\$50,138	\$61,300	\$78,586	\$64,810	\$71,147	\$72,988	\$77,040	\$76,270	\$71,186	\$93,537	\$120	\$120
	Supermicro	\$14,279	\$16,152	\$27,375	\$14,092	\$21,683	\$24,528	\$43,400	\$22,941	\$34,375	\$38,886	\$40,891	\$21,049	\$32,388	\$36,637	\$30,164	\$31,819	\$29,635	\$30,372	\$25,568	\$26	\$26