



The Future Of Converged Infrastructure And Integrated Systems

Report 3: Market Sizing and Forecast

Scope

This report provides a market forecast for Converged Infrastructure and Integrated Systems for the period between 2012 and 2018. The geographic scope of the research is Europe, Middle East and Africa, although we also have reports covering worldwide, the Americas and Asia Pacific for those who need them. We include separate forecasts for 5 types of systems (converged infrastructure, managed platform, integrated system, workload optimized system and software appliance), 4 regions (Western Europe, Eastern Europe, Middle East and Africa), 11 vertical markets, 11 workloads and 4 types of customers (enterprise, hosters, outsourcers, and ISVs). We also provide overall market share.

This market sizing and forecast report is part of a series of three, which includes competitive analysis (report 1) and user perspectives (report 2).

Target audience and questions answered

- Systems vendors - gain insight into your competitors Enterprise, data centre and CI and IS strength, weaknesses, focus areas, positioning and roadmap
- Software or computing management platform vendors - gain insight into server, storage and networking infrastructure usage, strategies and trends
- Storage or networking vendors - gain insight into server and software infrastructure usage, strategies and trends
- Start-up vendors - get insight into market opportunities not yet addressed by established vendors
- Data centre infrastructure manager or service provider CTOs - get insight into your peers' wants and needs, vendor roadmaps and vendor strengths and weaknesses

Details and price

Pages 25 | Exhibits 15

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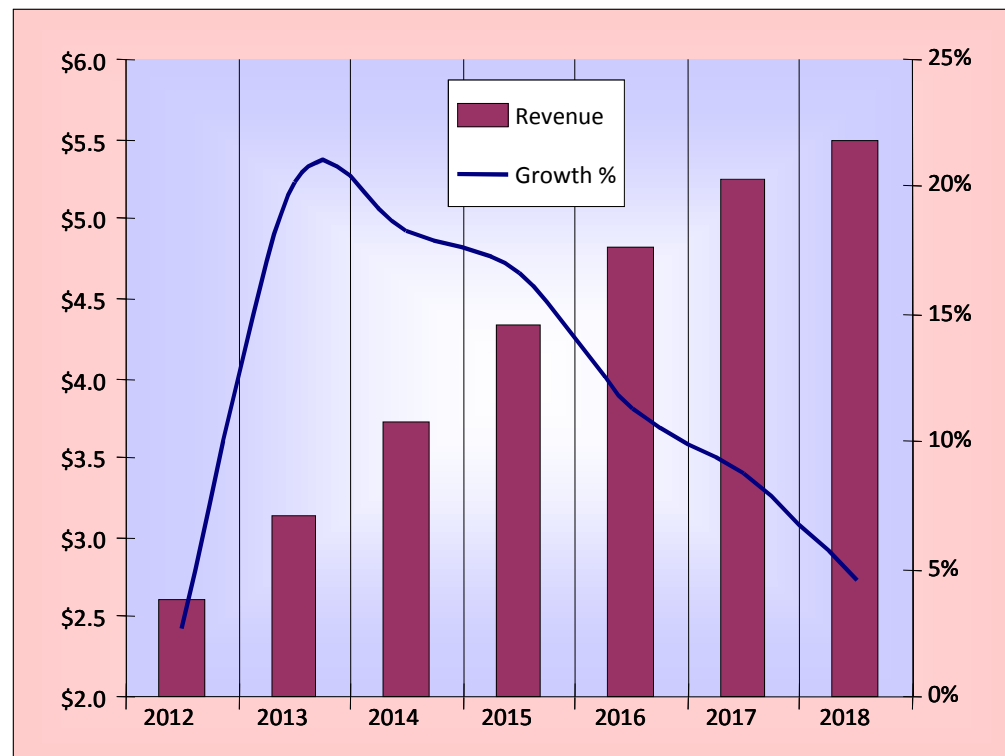
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Highlights

EMEA CI and IS Forecast – Revenue (\$US Billion) and Revenue Growth – 2012-2018



The overall CI and IS systems market will grow from 4% to 9% (\$5.5 Billion) of the total data centre product market between 2012 and 2018. More in particular:

- Converged Infrastructure is currently the largest subsegment, but will be surpassed in size by Managed Platforms in 2018 reflecting the continued movement from lower to higher type levels
- Western Europe currently accounts for 75% of spending, but will fall to 54% as customers in Africa and the Middle East fix their skills shortages through adoption of CI and IS systems
- Finance and Manufacturing are the largest vertical markets, Education and Retail/Wholesale will have the strongest growth
- The enterprise segment is currently the largest buyer but Service Providers will increase their share to 38% by 2018 – Hosting is the largest Service Provider sub-sector, ISV the fastest growing
- In terms of workload Collaboration, Decision Support and VDI are the largest, Security and ERP will be the fastest growing

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