

Gartner: EMEA Server Market Struggles in Q2 2012

Written by Marco Attard
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EMEA server shipments total 585000 units in Q2 2012 according to Gartner-- a -4.4% Y-o-Y decline as the server market "continues to struggle" in the face of broader economic challenges.

Revenues are also down, dropping by -11.6% Y-o-Y to reach \$3.3 billion. Gartner says Q2 2012 is the 3rd consecutive quarter of shipment declines and the 4th consecutive quarter of revenue declines.

"Each of the three key sub regions saw revenue decline," the analyst continues. "E. Europe by -1.3%, MEA by -0.5% and W. Europe by -14.7%. This weakness was evident in both technological and geographical segments."

EMEA: Server Vendor Shipment Estimates, 2Q12 (Units)

Company	2Q12 Shipment	2Q12 Market Share (%)	2Q11 Shipment	2Q11 Market Share (%)	2Q12-2Q11 Growth (%)
HP	243,285	41.6	264,817	43.3	-8.1
Dell	112,997	19.3	106,905	17.5	5.7
IBM	56,637	9.7	68,707	11.2	-17.6
Fujitsu	31,945	5.5	39,437	6.4	-19.0
Cisco	10,300	1.8	6,885	1.1	49.6
Other Vendors	130,140	22.2	125,282	20.5	3.9
Total	585,304	100.0	612,033	100.0	-4.4

Source: Gartner (August 2012)

The weakness in EMEA reflects the global market, where server revenues decline by -2.9% Y-o-Y while shipments see slight 1.4% Y-o-Y growth.

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The less weak server segment in EMEA is x86, even if revenues are down by -2.9% Y-o-Y. Other segments do less well-- Other CPU has the weakest result (-37.1% decline) due to a cyclical low in terms of product life cycle. RISC/Itanium Unix is also "very weak" (-25.1% decline) as migration away from Unix platforms continues.

When it comes to EMEA vendors, HP continues to lead despite a -5.6% Y-o-Y decline. HP market share is also down, from 30.8% in Q2 2011 to 28.7% in Q2 2012, while shipments total 678963 units.

Dell is the only vendor seeing growth (5.9% Y-o-Y) in EMEA as it reaches the 2nd place with Q2 2012 shipments of 541693 units. IBM follows, with 9.6% market share and shipments totaling 228138 units.

"[IBM] was the vendor most affected by the weakness in the product life cycle, but it will hope to reverse this trend with the introduction of new, high-end products in future quarters," Gartner remarks.

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