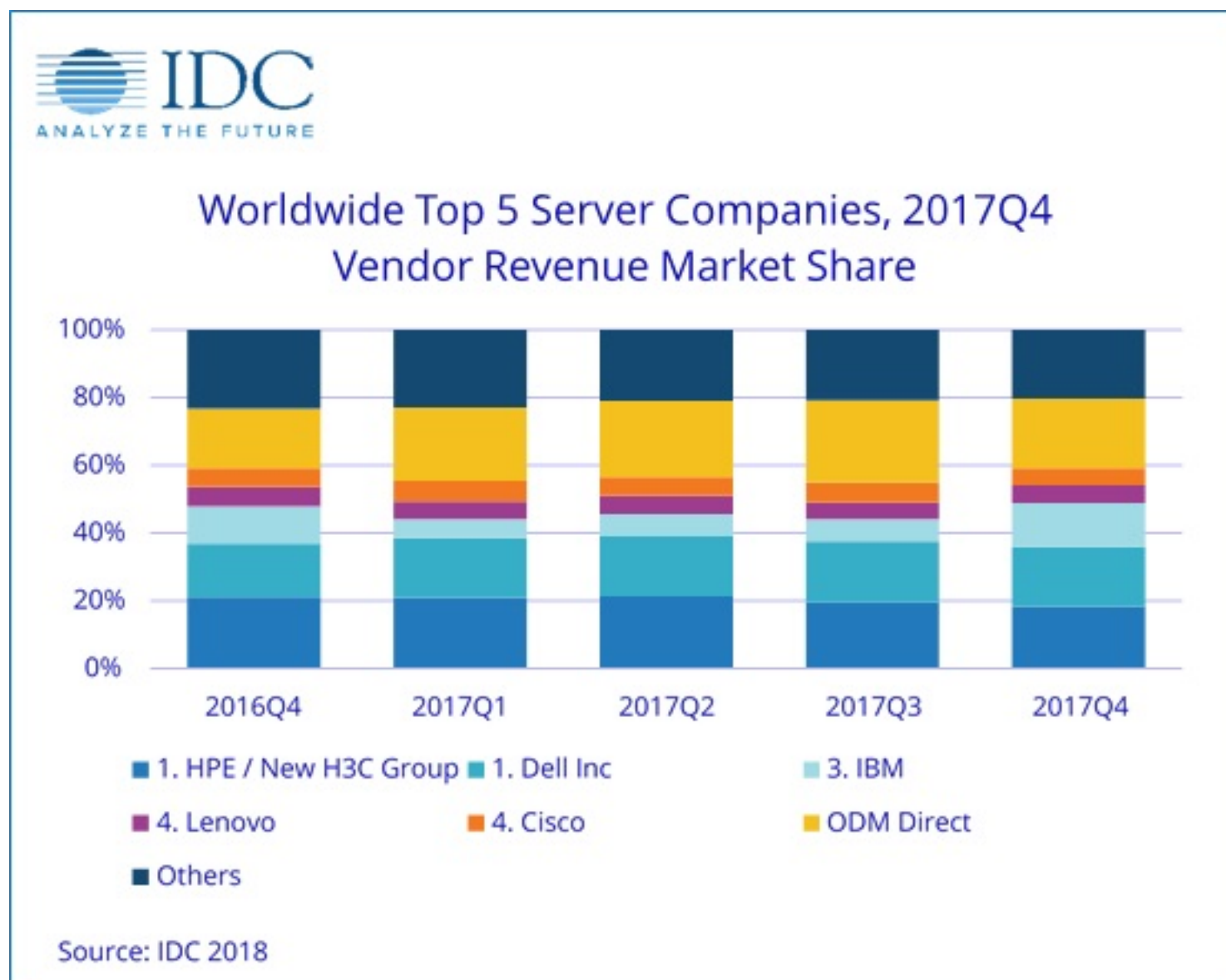


IDC: Q4 2017 Server Revenues Up by 26.4%

Written by Frederick Douglas
02 March 2018

According to IDC global server revenue is worth \$20.7 billion in Q4 2017-- a 26.4% Y-o-Y increase , the result of growing traction for new Purley- and EWPYC-based offering.

WW shipments for the quarter are up by 10.8% Y-o-Y to reach 2.84 million units.



Volume server revenues total \$15.8bn, a 21.9% Y-o-Y increase, while midrange server

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revenues show 48.5% growth to \$1.9bn. High-end systems are up by 41.1% to \$2.9bn, the result of the IBM z14 launch. IDC expects continued long-term secular declines in high-end system revenues, with short periods of growth related to major platform refreshes.

"Hyperscalers remained a central driver of volume demand in Q4 2017 with leaders such as Amazon, Facebook, and Google continuing their datacenter expansions and updates," the analyst adds. "ODMs continue to be the primary beneficiaries from hyperscale server demand. Some OEMs are also finding growth in this area, but the competitive dynamic of this market has also driven many OEMs such as HPE to focus on the enterprise. For example, HPE/New H3C Group grew 38.6% and 114.6% in high-end and midrange enterprise servers, respectively. Other highlights in the quarter include robust growth from Dell, which continues to capitalize on expanded opportunities from its merger with EMC, and IBM, which experienced another successful quarter from its refreshed system z business."

In the server rankings, HPE/New H3C Group and Dell are statistically tied (as in with a difference of 1% or less in share of revenues or shipments) for the top position, with 18.4% and 17.5% Q4 2017 market share. HPE revenue is up by 10.1% Y-o-Y to \$3.8bn thanks to revenues from the H3C joint venture in China, while Dell shows 39.9% growth to \$3.6bn.

IBM takes 3rd place with 13% share and revenues reaching \$2.7bn, a 50.3% increase. Lenovo and Cisco hold the statistical tie for 4th position. Lenovo has 5.3% share with revenues growing by 15.1% to \$1.1bn, and Cisco has 5.1% share with revenue increasing 14.8% to \$1.1bn. The ODM Direct vendor group has revenues of \$4.2bn, a 48.1% increase.

In terms of shipments, Dell leads with unit share of 20.5%.

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