

## Dell Business Plummet (Except in Enterprise)

Written by Marco Attard  
23 August 2012

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Dell sees a -8% Y-o-Y decline in fiscal Q2 2013 revenues reaching \$14.5 billion, with EMEA revenues dropping by -7% Y-o-Y due to the current economic situation and further drops in desktop and mobile computing sales.



The Dell Consumer business is the worst hit-- revenues reach \$2.6bn with a 22% Y-o-Y decline.

Dell earnings are more positive in the enterprise segment-- Enterprise Solutions and Services revenues now total over 50% of Dell margin and around 30% of revenue, reaching \$4.9bn with 6% Y-o-Y growth.

Server and networking revenue grows by 14% Y-o-Y, while Large Enterprise revenue drops by -3% Y-o-Y to \$4.5bn.

The company describes the results as "consistent with its strategy" as it shifts away from selling mere PCs to enterprise solutions.

The company does not appear to be giving up entirely on the consumer segment... yet. Speaking at the Q2 investors call CFO Brian Gladden promises we will "see new Windows 8 ultrabooks, all-in-one tablets and converged devices in Q4 and headed into 2013."

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No details on what kind of devices Dell will sell are available (or rather, what Gladden means by "all-in-one tablets"), but one can safely assume the company will launch both regular tablets and hybrid tablet-ultrabook devices.

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