

**Top 5 Corporate Vendor Families, EMEA Server Factory Revenue, 3Q10 (Millions)**

<b>Vendor</b>	<b>3Q10 Revenue</b>	<b>3Q10 Market Share</b>	<b>3Q09 Revenue</b>	<b>3Q09 Market Share</b>	<b>3Q10/3Q09 Revenue Growth</b>
HP	\$1,377.8	43.7%	\$1,198.8	40.4%	14.9%
IBM	\$882.2	28.0%	\$905.8	30.6%	-2.6%
Dell	\$364.1	11.5%	\$280.7	9.5%	29.7%
Oracle	\$191.9	6.1%	\$242.3	8.2%	-20.8%
Fujitsu	\$182.9	5.8%	\$182.5	6.2%	0.2%
Other	\$156.0	4.9%	\$154.5	5.2%	1.0%
Total market	\$3,154.9	100.0%	\$2,964.6	100.0%	6.4%

**Source: IDC's EMEA Quarterly Server Tracker, December 2010**