

Top 5 Vendors, EMEA External Disk Storage Systems Value (\$M)

Vendor	1Q13	1Q13 Market Shares	1Q14	1Q14 Market Shares	1Q14 YoY Growth
EMC	472	25.70%	463	25.57%	-1.9%
NetApp	309	16.80%	313	17.25%	1.3%
HP	238	12.95%	250	13.81%	5.2%
IBM	213	11.61%	207	11.41%	-3.1%
Hitachi	160	8.70%	154	8.50%	-3.7%
Dell	135	7.34%	128	7.04%	-5.3%
Other Suppliers	310	16.90%	297	16.42%	-4.2%
Grand total	1,837	100.00%	1,811	100.00%	-1.4%

Source: IDC EMEA Quarterly Disk Storage Systems Tracker, 2014