

Top 5 Corporate Family, EMEA Server Vendor Revenue (\$M), 4Q14

Vendor	4Q13 Server Revenue (\$M)	4Q13 Vendor Revenue Market Share	4Q14 Server Revenue (\$M)	3Q14 Vendor Revenue Market Share	4Q14/4Q13 Revenue Growth
HP	\$1,229.47	33.6%	\$1,361.98	36.82%	10.78%
Dell	\$513.90	14.1%	\$578.60	15.64%	12.59%
IBM	\$999.11	27.3%	\$476.35	12.88%	-52.32%
Lenovo	\$2.92	0.1%	\$354.26	9.58%	12,041.30%
Cisco	\$147.61	4.0%	\$158.14	4.27%	7.13%
Other	\$761.03	20.8%	\$770.18	20.82%	1.20%
Total	\$3,654.04	100.0%	\$3,699.52	100.00%	1.2%

Source: *IDC Quarterly Server Tracker, March 2014*