

Top 5 Corporate Family, EMEA Server Vendor Revenue (\$M), Second Quarter of 2014

Vendor	3Q13 Server Revenue	3Q13 Vendor Revenue Market Share	3Q14 Server Revenue	3Q14 Vendor Revenue Market Share	3Q14/3Q13 Revenue Growth
HP	1,096.28	38.73%	1,169.21	39.04%	6.65%
IBM	639.88	22.61%	496.89	16.59%	-22.35%
Dell	428.27	15.13%	467.74	15.62%	9.22%
Cisco	123.91	4.38%	161.46	5.39%	30.30%
Oracle	138.83	4.90%	139.33	4.65%	0.36%
Others	403.45	14.25%	560.39	18.71%	38.90%
Total	2,830.62	100.00%	2,995.03	100.00%	5.81%

Source: IDC Quarterly Server Tracker, September 2014