

## Gartner Says Worldwide External Controller-Based Disk Storage Market Declined 11.1 Per Cent in the First Quarter of 2009

STAMFORD, Conn., June 5, 2009 — Worldwide external controller-based (ECB) disk storage revenue totalled \$3.8 billion in the first quarter of 2009, an 11.1 per cent decline from the same period in 2008, according to Gartner, Inc.

“The year-over-year double-digit decline of 11.1 per cent primarily resulted from the economic downturn and longer sales cycles,” said Donna Taylor, principal research analyst for Gartner’s global Storage Quarterly Statistics programme.

There were no market share leadership changes compared with the first quarter of last year. EMC maintained its No.1 position with 23.2 per cent revenue market share (see Table 1). IBM placed second with 11.1 per cent, and HP came in third with 9.8 per cent. Hitachi/Hitachi Data Systems placed fourth with 10.6 per cent, followed by Dell with 9.2 per cent. NetApp and Sun Microsystems placed sixth and seventh, respectively, with 8.5 per cent and 4 per cent market share.

**Table 1**  
**Worldwide External Controller-Based Disk Storage Vendor Revenue Estimates for 1Q09**  
**(Millions of U.S. Dollars)**

Company	1Q09 Revenue (\$M)	1Q09 Market Share (%)	1Q08 Revenue (\$M)	1Q08 Market Share (%)	1Q08-1Q09 Revenue Change (%)
EMC <sup>1</sup>	879.7	23.2	1,049.1	24.6	-16.1
IBM	419.9	11.1	491.1	11.5	-14.5
HP	372.1	9.8	488.6	11.4	-23.8
Hitachi/HDS <sup>2</sup>	403.6	10.6	437.5	10.2	-7.8
Dell	348.1	9.2	382.9	9.0	-9.1
Network Appliance	324.0	8.5	360.7	8.4	-10.2
Sun Microsystems	150.4	4.0	216.0	5.1	-30.4
Others <sup>3</sup>	900.5	23.7	846.0	19.8	6.4
<b>Total</b>	<b>3,798.3</b>	<b>100.0</b>	<b>4,271.7</b>	<b>100.0</b>	<b>-11.1</b>

Note1 EMC revenue excludes OEM revenue from Dell and Fujitsu Siemens.

Note2 Hitachi/Hitachi Data Systems revenue excludes OEM revenue from HP and Sun Microsystems.

Note 3 Others revenue in 1Q09 includes new vendor coverage not available in 1Q08, as well as enhanced estimates of the “white box” market  
Source: Gartner (June 2009)

**\* Please note that beginning in 4Q08, Gartner added new vendor coverage in the Others category, as well as enhanced “white box” estimates. Therefore, revenue estimates for the Others category will tend to distort market shares among all categories until FY09, when an apples-to-apples comparison will be possible. As a result, Gartner suggests that readers focus instead on the individual “named” vendors’ year-over-year revenue % change.**

Gartner ECB disk storage reports reflect hardware only revenue, as well as hardware revenue associated with financial leases and managed services. Optional storage software revenue and storage area network infrastructure components are excluded.

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