

Table 1
Worldwide External Controller-Based Disk Storage Vendor Revenue Estimates
for 2010 (Millions of US Dollars)

Company	2010 Revenue	2010 Market Share (%)	2009 Revenue	2009 Market Share (%)	2009-2010 Change (%)
EMC ¹	5,432.9	28.0	4,104.4	25.0	32.4
IBM	2,790.3	14.4	2,432.0	14.8	14.7
NetApp ²	2,071.9	10.7	1,372.8	8.3	50.9
HP ³	1,898.1	9.8	1,718.2	10.4	10.5
Hitachi/HDS ⁴	1,791.5	9.2	1,478.5	9.0	21.2
Dell	1,583.7	8.2	1,396.8	8.5	13.4
Oracle	477.6	2.5	-	-	-
Sun Microsystems	-	-	664.5	4.0	-
Fujitsu ⁵	430.5	2.2	416.8	2.5	3.3
Others	2,954.3	15.2	2,865.9	17.4	3.1
Total	19,430.9	100.0	16,449.9	100.0	18.1

Note 1: 4Q10 EMC revenue includes the Isilon acquisition but excludes OEM revenue from Dell and Fujitsu Technology Solutions.

Note 2: NetApp revenue excludes OEM revenue from IBM.

Note 3: 4Q10 HP revenue includes the 3PAR acquisition.

Note 4: Hitachi/HDS revenue excludes OEM revenue from HP, Sun Microsystems and Oracle.

Note 5: Fujitsu's branded revenue does not include products sold under the EMC and NetApp brands.

Source: Gartner (March 2011)

Table 2
Worldwide External Controller-Based Disk Storage Vendor Revenue Estimates
for 4Q10 (Millions of US Dollars)

Company	4Q10 Revenue	4Q10 Market Share (%)	4Q09 Revenue	4Q09 Market Share (%)	4Q09-4Q10 Change (%)
EMC ¹	1,602.0	28.2	1,256.0	25.7	27.5
IBM	984.4	17.3	871.8	17.8	12.9
HP ²	581.1	10.2	529.7	10.8	9.7
NetApp ³	556.5	9.8	383.3	7.8	45.2
Hitachi/HDS ⁴	544.2	9.6	415.9	8.5	30.8
Dell	411.4	7.2	362.1	7.4	13.6
Oracle	89.8	1.6	-	-	-
Sun Microsystems	-	-	210.8	4.3	-
Fujitsu ⁵	88.8	1.6	116.8	2.4	-23.9
Others	818.2	14.4	745.5	15.2	9.8
Total	5,676.5	100.0	4,892.0	100.0	16.0

Note 1: 4Q10 EMC revenue includes the Isilon acquisition but excludes OEM revenue from Dell and Fujitsu Technology Solutions.

Note 2: 4Q10 HP revenue includes the 3PAR acquisition.

Note 3: NetApp revenue excludes OEM revenue from IBM.

Note 4: Hitachi/HDS revenue excludes OEM revenue from HP, Sun Microsystems and Oracle.

Note 5: Fujitsu's branded revenue does not include products sold under the EMC and NetApp brands.

Source: Gartner (March 2011)