

Top 3 Vendors, Worldwide Certified Reference Systems, First Quarter of 2016
(Revenues are in Millions)

Vendor	1Q16 Revenue	1Q16 Market Share	1Q15 Revenue	1Q15 Market Share	1Q16 /1Q15 Revenue Growth
1. Cisco/NetApp	\$313.66	55.2%	\$307.32	54.3%	2.1%
2. EMC	\$186.40	32.8%	\$201.60	35.6%	-7.5%
All Others	\$67.90	12.0%	\$57.49	10.2%	18.1%
Total Factory Value	\$567.95	100.0%	\$566.41	100.0%	0.3%

Source: IDC Worldwide Quarterly Converged Systems Tracker, June 23, 2016