

HPE competitive news summary – September 21, 2018

Cisco

Dell EMC

IBM

Lenovo,
Huawei

Pure,NetApp,
Nutanix

Other

(un)subscribe

prev. editions

Get access to the HPE Competitive Weekly in the [Seismic NewsCenter](#)

Cisco

- **'Yes, I'm Leaving': Cisco Systems Collaboration Chief To Depart**
 - <https://www.crn.com/news/networking/-yes-i-m-leaving-cisco-systems-collaboration-chief-to-depart>
 - What's Up with Cisco's Collaboration Business?
<https://www.nojitter.com/post/240173843/whats-up-with-ciscos-collaboration-business>
 - New Execs Eye Change at Cisco Collaboration
<https://www.nojitter.com/post/240173842/new-execs-eye-change-at-cisco-collaboration>
- **Interview with Cisco's Clayton Naidoo**
 - <https://techcentral.co.za/meet-the-ceo-ciscos-clayton-naidoo/83812/>
- **Sydney security vendor Covata's "frustrating and unrewarding" Cisco software licence agreement cut short**
 - <https://www.crn.com.au/news/sydney-security-vendor-covatas-frustrating-and-unrewarding-cisco-software-licence-agreement-cut-short-512887>
 - Sydney-based Covata calls Cisco agreement "frustrating and unrewarding"
<https://www.arnnet.com.au/article/647051/sydney-based-covata-calls-cisco-agreement-frustrating-unrewarding/>
- **Cisco Enterprise Networking GM Talks About Arista's Entrance in Campus and Branch**
 - <https://www.sdxcentral.com/articles/news/cisco-enterprise-networking-gm-talks-about-aristas-entrance-in-campus-and-branch/2018/09/>
- **The 4 Most Important Factors In Cisco's ASR 9000 Upgrade And 5G Push**
 - <https://www.crn.com/news/networking/the-4-most-important-factors-in-cisco-s-asr-9000-upgrade-and-5g-push>
- **Cisco Webex Edge connects data centers to the cloud**
 - <https://searchunifiedcommunications.techtarget.com/news/252449029/Cisco-Webex-Edge-connects-data-centers-to-the-cloud>

[Back to Top](#)

Dell EMC / VMware / Pivotal

- **Dell Touts Bullish Outlook to Win Over Investors Before Listing**
 - <https://www.bloomberg.com/news/articles/2018-09-18/dell-touts-bullish-outlook-to-win-over-investors-before-listing>
 - Mickey D serves up stump speech to settle sceptical investors
https://www.theregister.co.uk/2018/09/19/dell_speech_to_settle_investors/
 - Dell Makes Its Case
<https://www.wsj.com/articles/dell-makes-its-case-1537106400>
- **We are investing \$4.5 billion in R&D annually: Hemal Shah, SVP & Regional CIO, Dell EMC**
 - <https://cio.economictimes.indiatimes.com/news/corporate-news/we-are-investing-4-5-billion-in-rd-annually-hemal-shah-svp-regional-cio-dell-emc/65850392>
- **Channel Chief Mullen On New Dell EMC Partner Program And IoT 'Goldmine'**
 - <https://www.crn.com/slide-shows/internet-of-things/channel-chief-mullen-on-new-dell-emc-partner-program-and-iot-goldmine->
- **Dell EMC puts big data as a service on premises**
 - <https://www.networksasiasia.net/article/dell-emc-puts-big-data-service-premises.1537325965>
- **Dell helps channel poach from its rivals' partners**
 - <https://www.crn.com.au/news/dell-helps-channel-poach-from-its-rivals-partners-512857>
- **Dell in-houses production, dumps Celestica in Ireland**
 - https://www.theregister.co.uk/2018/09/20/dell_inhouses_production_dumps_celestica_in_ireland/

- **Dell EMC awarded \$11.2M storage contract with Home Affairs**
 - <https://www.arnnet.com.au/article/646986/dell-emc-awarded-11-2m-contract-home-affairs/>
- **Amika Mobile Announces Dell EMC OEM with IoT Gateways**
 - <http://www.digitaljournal.com/pr/3942158>
- **IoT & Federal Security Podcast with Cameron Chehreh, Dell EMC Federal: Can Artificial Intelligence be applied to Federal IT?**
 - <https://federalnewsradio.com/federal-tech-talk/2018/09/iot-federal-security/>
- **VMware COO Sanjay Poonen on 'Copycat' Nutanix And VMware's Independent Status With Dell EMC**
 - <https://www.crn.com/slide-shows/virtualization/sanjay-poonen-on-copycat-nutanix-and-vmware-s-independent-status-with-dell-emc>
- **Alibaba Cloud aligns with VMware to accelerate digital transformation; deliver hybrid cloud solutions to enterprises**
 - <http://wwpi.com/2018/09/20/alibaba-cloud-aligns-with-vmware-to-accelerate-digital-transformation-deliver-hybrid-cloud-solutions-to-enterprises/>
 - Alibaba Cloud Taps VMware for Hybrid Cloud Software
<https://www.sdxcentral.com/articles/news/alibaba-cloud-taps-vmware/2018/09/>
- **VMware Leaning Heavily Toward Networking**
 - <http://www.enterprisenetworkingplanet.com/datacenter/datacenter-blog/vmware-leaning-heavily-toward-networking.html>
- **VMware extends digital foundation to edge and IOT, announces new, updated offerings**
 - <https://www.itweb.co.za/content/O2rQGMApoD87d1ea>

IBM

- **IBM launches cloud tool to detect AI bias and explain automated decisions**
 - <https://techcrunch.com/2018/09/19/ibm-launches-cloud-tool-to-detect-ai-bias-and-explain-automated-decisions/>
 - How New IBM Cloud Service Will Detect Bias in AI
<http://www.eweek.com/innovation/how-new-ibm-cloud-service-will-detect-bias-in-ai>
- **IBM to Brand Rescale's HPC-in-Cloud Platform**
 - <https://www.enterprisetech.com/2018/09/19/ibm-first-to-partner-with-rescales-hpc-in-cloud-platform-program/>
- **IBM on Multicloud Search and AI Strategy**
 - <https://www.pcmag.com/article/363875/industry-insight-ibm-on-multicloud-search-and-ai-strategy>
- **IBM's Watson Not Living Up to Hype**
 - <https://www.darkdaily.com/ibms-watson-not-living-up-to-hype-wall-street-journal-and-other-media-report-dr-watson-has-yet-to-show-it-can-improve-patient-outcomes-or-accurately-diagnose-cancer/>
- **Does IBM Have The Quantum Advantage?**
 - <https://www.forbes.com/sites/tiriasresearch/2018/09/18/does-ibm-have-the-quantum-advantage/#449ba99e54e8>
- **How IBM Is Using Open Source for a Greater Good**
 - <https://www.linux.com/news/2018/9/how-ibm-using-open-source-greater-good>
- **IBM Tweaks Power Iron, Pulls Software, Adds Proactive Support**
 - <https://www.itjungle.com/2018/09/17/ibm-tweaks-power-iron-pulls-software-adds-proactive-support/>
- **IBM sued for age discrimination after thousands of older workers laid off**
 - <https://www.usatoday.com/story/money/nation-now/2018/09/18/ibm-sued-age-discrimination-ageism/1344743002/>
 - IBM lawsuit: Employees who accepted severance can join, lawyer says
<https://www.poughkeepsiejournal.com/story/news/local/2018/09/18/ibm-discrimination-suit-employees-accepted-severance-can-sue/1345448002/>
- **How IBM is leading the fight against black box algorithms**
 - <https://www.computerworlduk.com/data/how-ibm-is-taking-lead-in-fight-against-black-box-algorithms-3684042/>
- **State Farm launches venture fund, partners with IBM Watson**
 - <https://www.dig-in.com/news/state-farm-launches-venture-fund-partners-with-ibm-watson>
- **Cloud is a platform for agile innovation, says Shailesh Agarwal, Chief Strategy Officer, IBM India/SA**
 - <https://www.financialexpress.com/industry/cloud-is-a-platform-for-agile-innovation-says-shailesh-agarwal-chief-strategy-officer-ibm-india-sa/1315544/>

- **New IBM Blockchain Smart Recycling TV Commercial: Plastic Bank for Digital Credits to Clean Planet**
 - <https://bitcoinexchangeguide.com/new-ibm-blockchain-smart-recycling-tv-commercial-plastic-bank-for-digital-credits-to-clean-planet/>
- **IBM cybersecurity architect to speak in Defiance**
 - https://www.bryantimes.com/news/local/ibm-cybersecurity-architect-to-speak-in-defiance/article_a70c7055-399d-5f22-a3ce-70fb5d8be78b.html
- **Adventures In IBM i Encryption**
 - <https://www.itjungle.com/2018/09/17/adventures-in-ibm-i-encryption/>
- **Where There Is A (Steve) Will, There's An (IBM i) Way**
 - <https://www.itjungle.com/2018/09/17/where-there-is-a-steve-will-theres-an-ibm-i-way/>

[Back to Top](#)

Lenovo / Huawei

- **Lenovo will "aggressively" target HPE and Dell EMC storage customers**
 - <http://www.itpro.co.uk/server-storage/31926/lenovo-will-aggressively-target-hpe-and-dell-emc-storage-customers>
 - Lenovo, NetApp team up vs. Dell EMC, HPE on storage
<https://www.networkworld.com/article/3305944/data-center/lenovo-netapp-team-up-vs-dell-emc-hpe-on-storage.html>
 - Lenovo And NetApp Get Very Close On Storage Systems
<https://www.forbes.com/sites/moorinsights/2018/09/17/lenovo-and-netapp-get-very-close-on-storage-systems/#359f70b65dd1>
 - Lenovo And NetApp Will Partner To Help Customers Drive Intelligent Transformation
<https://www.forbes.com/sites/peterhigh/2018/09/19/lenovo-and-netapp-will-partner-to-help-customers-drive-intelligent-transformation/#435f07d53191>
 - Lenovo, NetApp Combine Forces in Servers, All-Flash Storage
<http://www.eweek.com/servers/lenovo-netapp-combine-forces-in-servers-all-flash-storage>
 - Lenovo and NetApp Partner for New Solutions and Markets
<https://techspective.net/2018/09/18/lenovo-and-netapp-partner-for-new-solutions-and-markets/>
 - Lenovo Storage Hiring Spree Driving New NetApp Go-To-Market Strategy
<https://www.crn.com/news/storage/lenovo-storage-hiring-spree-driving-new-netapp-go-to-market-strategy>
 - Lenovo and NetApp Partner Up; NVIDIA Puts Turing into Tesla
<https://www.top500.org/news/lenovo-and-netapp-partner-up-nvidia-puts-turing-into-tesla/>
 - **HPE Positioning:** Lenovo and NetApp Form Strategic Partnership
<https://hpe.seismic.com/Link/Content/DCBXyriZxxbEW6KwQTE2wYEA>
- **Lenovo Raises The Bar At This Year's Transform 2.0 Event**
 - <https://www.forbes.com/sites/patrickmoorhead/2018/09/18/lenovo-raises-the-bar-at-this-years-transform-2-0-event/#528e317f2b73>
 - Lenovo AI At Transform 2.0: Watch 'Cutting Edge' Software Discover Cancer Cells
<https://www.crn.com/news/applications-os/lenovo-ai-at-transform-2-0-watch-cutting-edge-software-discover-cancer-cells>
 - View from the airport: Lenovo Transform 2.0
<http://www.itpro.co.uk/server-storage/31927/view-from-the-airport-lenovo-transform-20>
- **Lenovo CEO: 'We're not a Chinese company, we're a global company'**
 - <https://www.theinquirer.net/inquirer/news/3062798/lenovo-boss-were-not-a-chinese-company>
 - Lenovo claims CEO comments that "We are not a Chinese company" is being misunderstood
<https://technode.com/2018/09/17/lenovo-not-chinese-company/>
- **Veeam's data management solutions now available via Lenovo resellers**
 - <https://www.tahawultech.com/channel/veeam-data-management-solutions-available-lenovo-resellers/>
- **Lenovo's Kirk Skaugen: 'Our Channel Momentum Is Stronger Than Ever'**
 - <https://www.crn.com/slide-shows/data-center/lenovo-s-kirk-skaugen-our-channel-momentum-is-stronger-than-ever->
- **Lenovo's CEO says a trade war isn't good for anyone, calls on US and China to resolve differences**
 - <https://www.cnn.com/2018/09/13/lenovo-ceo-hopes-the-us-and-china-can-work-out-their-trade-spat.html>

- **Lenovo: Companies working in China may have to install local backdoors**
 - <https://www.theinquirer.net/inquirer/news/3062910/lenovo-companies-working-in-china-may-have-to-install-local-backdoors>

[Back to Top](#)

Pure / NetApp / Nutanix

- **Nutanix Up as Google Denies Hyperconvergence Entry Reports**
 - <https://www.zacks.com/stock/news/323784/nutanix-up-as-google-denies-hyperconvergence-entry-reports>
 - Nutanix Stock Rebounds As Google Networking Competition Worries Ease
<https://www.investors.com/news/technology/nutanix-stock-google-competition/>
 - Google denies building customized appliances to compete with Nutanix
<https://www.marketwatch.com/story/google-denies-building-customized-appliances-to-compete-with-nutanix-2018-09-18>
 - Nutanix shares briefly wobble over Google server appliance fears
https://www.theregister.co.uk/2018/09/18/nutanix_google_cloud/
 - Google reportedly building private cloud offering
<https://www.crn.com.au/news/google-reportedly-building-private-cloud-offering-512709>
 - Google 'Not Competing With Our Partners' By Building Private Cloud Offering, Company Says
<https://www.crn.com/news/cloud/google-won-t-compete-with-partners-by-building-private-cloud-offering-company-says>
- **Sanjay Poonen on 'Copycat' Nutanix And VMware's Independent Status With Dell EMC**
 - <https://www.crn.com/slide-shows/virtualization/sanjay-poonen-on-copycat-nutanix-and-vmware-s-independent-status-with-dell-emc>
- **NetApp tops Dell EMC in flash storage sales**
 - <https://www.crn.com.au/news/netapp-tops-dell-emc-in-flash-storage-sales-512597>
 - NetApp's All-Flash Storage Array Sales Take Crown From Dell EMC
<https://www.crn.com/news/storage/netapp-s-all-flash-storage-array-sales-take-crown-from-dell-emc>
- **NetApp Acquires StackPointCloud, Enhances Cloud-Native Capabilities With Kubernetes-As-A-Service**
 - <https://www.crn.com/news/storage/netapp-acquires-stackpointcloud-enhances-cloud-native-capabilities-with-kubernetes-as-a-service>
 - NetApp Buys StackPointCloud, Launches Kubernetes Service
<https://www.sdxcentral.com/articles/news/netapp-buys-stackpointcloud-launches-kubernetes-service/2018/09/>
 - NetApp acquires Kubernetes-as-a-service provider StackPointCloud
<https://www.crn.com.au/news/netapp-acquires-kubernetes-as-a-service-provider-stackpointcloud-512761>
 - NetApp buys Kubernetes startup StackPointCloud to strengthen cloud portfolio
<https://siliconangle.com/2018/09/18/netapp-buys-kubernetes-startup-stackpointcloud-strengthen-cloud-portfolio/>
 - Kick-Kaas: NetApp gobbles cloudy Kubernetes upstart StackPointCloud
https://www.theregister.co.uk/2018/09/18/netapp_kubernetes_stackpointcloud/
 - We Loved Stackpoint.io So Much, We Had to Buy the Company!
<https://blog.netapp.com/netapp-acquires-stackpoint-io/>
- **Review: NetApp AFF A700s Supports a Wide Range of Storage Needs**
 - <https://edtechmagazine.com/higher/article/2018/09/review-netapp-aff-a700s-supports-wide-range-storage-needs>
- **Out with the data lake, in with the Data Hub, says Pure**
 - <https://www.itwire.com/data/84546-out-with-the-data-lake,-in-with-the-data-hub,-says-pure.html>

[Back to Top](#)

Other

- **Oracle Stagnant in Q1 On Cloud Shortfall**
 - <https://www.crn.com/oracle-stagnant-in-q1-on-cloud-shortfall>
 - Oracle delivers mixed Q1 results
<https://www.zdnet.com/article/oracle-delivers-mixed-q1-results/>

- Oracle shares fall after revenue misses analyst estimates
<https://www.cnbc.com/2018/09/17/oracle-earnings-q1-2019.html>
- Oracle earnings show another cloud miss, stock falls
<https://www.marketwatch.com/story/oracle-earnings-show-another-cloud-miss-stock-falls-2018-09-17>
- Oracle first-quarter revenue misses estimates, shares fall
<https://www.reuters.com/article/us-oracle-results/oracle-first-quarter-revenue-misses-estimates-shares-fall-idUSKCN1LX2DO>
- Oracle Cloud Sputters, As CEO High-Fives Herself Over Earnings
<https://www.lightreading.com/oracle-cloud-sputters-as-ceo-high-fives-herself-over-earnings/d/d-id/746169>
- No wonder Oracle exec Kurian legged it – sky darkens as cloudy tech does not make it rain
https://www.theregister.co.uk/2018/09/18/clouds_q1_2018/
- Oracle props up earnings with buyback despite revenue miss
<https://www.ft.com/content/007ad198-babc-11e8-94b2-17176fbf93f5>
- Grey clouds form over Oracle after results miss
<https://www.channelweb.co.uk/crn-uk/news/3062929/grey-clouds-form-over-oracle-after-results-miss>
- Oracle Reports Sales That Miss Estimates on Slow Cloud Effort
<https://www.bloomberg.com/news/articles/2018-09-17/oracle-reports-sales-that-miss-estimates-on-slow-cloud-effort>
- Oracle Cloud Disappoints, Execs Stick to Script on Kurian's Departure
<https://www.sdxcentral.com/articles/news/oracle-cloud-disappoints-exec-stick-to-script-on-kurians-departure/2018/09/>
- **A Veteran DBA's Insights On Oracle's New Autonomous Data Warehouse**
 - <https://www.forbes.com/sites/oracle/2018/09/18/a-veteran-dbas-insights-on-oracles-new-autonomous-data-warehouse/#50562522666b>
- **Oracle Recognized as a Leader in Gartner Magic Quadrant for Cloud HCM Suites for Midmarket and Large Enterprises**
 - <https://www.oracle.com/corporate/pressrelease/oracle-leader-gartner-mq-hcm-suites-092018.html>
- **Larry Ellison: Oracle Will Ride Two Strategic Products Into Cloud Leadership**
 - <https://www.forbes.com/sites/oracle/2018/09/19/larry-ellison-oracle-will-ride-two-strategic-products-into-cloud-leadership/#7b0fd9497854>
- **Amazon probes alleged bribery of staffers for data on e-tail platform**
 - https://www.theregister.co.uk/2018/09/17/amazon_employees_sell_customer_data_reports/
- **IT bods, beware! AWS claims Storage Gateway appliance doesn't need you to manage it**
 - https://www.theregister.co.uk/2018/09/19/aws_storage_gateway_hardware_appliance/
- **Hack Google's AI for cash, DeepMind gets cancerous, new Lobe for Redmond – and more**
 - https://www.theregister.co.uk/2018/09/15/ai_roundup_150918/
- **Microsoft Azure gains Availability Zones and Immutable Blobs**
 - https://www.theregister.co.uk/2018/09/19/azure_az_immutability/
- **Red Hat to throw its hat in with Container Storage Interface**
 - <https://www.computerweekly.com/news/252448741/Red-Hat-to-throw-its-hat-in-with-Container-Storage-Interface>
- **Supermicro, Samsung, QSAN, ATTO, Rubrik, Datrium, Quantum, Excelero, Wasabi, & More**
 - https://www.storagereview.com/news_bits_supermicro_samsung_qsan_atto_rubrik_datrium_quantum_excelero_wasabi_more
- **Rubrik Velocity: Rubrik Intros First Formal Channel Program**
 - <https://www.crn.com/news/channel-programs/rubrik-velocity-rubrik-intros-first-formal-channel-program>
- **10 hot hybrid-cloud startups to watch**
 - <https://www.cio.com.au/article/646903/10-hot-hybrid-cloud-startups-watch/>
- **AMD EPYC servers for HPC, virtualisation and software-defined storage**
 - <https://www.zdnet.com/article/amd-epyc-servers-for-hpc-virtualisation-and-software-defined-storage/>
- **Marvell Boosts Networking Efforts With Next-Gen Technologies**
 - <https://www.nasdaq.com/article/marvell-boosts-networking-efforts-with-next-gen-technologies-cm1025553>
- **SAS chosen as IoT partner for China smart city project**

- <https://internetofbusiness.com/sas-iot-partner-china-smart-city-project/>
- **Earnings announcements:**
 - IBM 3Q FY2018 – 16th Oct 2018
- **HPE Competitive Intelligence published several new deliverables in the past week, and these are available here:**
<https://hpe.seismic.com/X5/DocCenter.aspx> in the “Competitive Information” tile (internal portal)

Back to Top