

## HPE Competitive News Summary – October 25, 2019

Cisco

Dell EMC

IBM

Lenovo,  
Huawei

Pure,NetApp,  
Nutanix

Other

Seismic

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### Cisco

- **Cisco’s Kip Compton on How to Manage Application Complexity**
  - <https://www.sdxcentral.com/articles/news/ciscos-kip-compton-on-how-to-manage-application-complexity/2019/10/>
  - The New Era of Application Innovation  
<https://blogs.cisco.com/cloud/new-era-application-innovation>
- **Cisco Research Shows IT Eager to Adopt Artificial Intelligence, Intent-based Networking**
  - <https://www.prnewswire.com/news-releases/cisco-research-shows-it-eager-to-adopt-artificial-intelligence-intent-based-networking-300944484.html>
  - Cisco: Intent-based networking to deliver on promises SDN couldn't keep  
<https://www.techrepublic.com/article/cisco-intent-based-networking-to-deliver-on-promises-sdn-couldnt-keep/>
- **Cisco Releases Data Center Management App**
  - [https://www.storagereview.com/cisco-releases\\_data\\_center\\_management\\_app](https://www.storagereview.com/cisco-releases_data_center_management_app)
- **Extreme Networks Takes Aim At Cisco With Cloud Management App, New MSP Program For Partners**
  - <https://www.crn.com/news/networking/extreme-networks-takes-aim-at-cisco-with-cloud-management-app-new-msp-program-for-partners>
- **Cisco Partner Summit 2019 Preview: 5 Ways Cisco Is Helping Partners 'Perform'**
  - <https://www.crn.com/slide-shows/networking/cisco-partner-summit-2019-preview-5-ways-cisco-is-helping-partners-perform->
- **Network pros react to new Cisco certification curriculum**
  - <https://www.techcentral.ie/network-pros-react-to-new-cisco-certification-curriculum/>
- **Cisco issues critical security warning for IOS XE REST API container**
  - <https://www.networkworld.com/article/3447558/cisco-issues-critical-security-warning-for-ios-xe-rest-api-container.html>

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### Dell EMC / VMware / Pivotal

- **Dell launches SD-WAN solution for network modernization**
  - <https://backendnews.net/2019/10/24/dell-launches-sd-wan-solution-for-network-modernization/>
- **How Dell EMC is Doing Enterprise AI the Right Way**
  - <https://www.eweek.com/it-management/how-dell-emc-is-doing-enterprise-ai-the-right-way>
- **Dell EMC diverges HCI into networking and storage units**
  - <https://blocksandfiles.com/2019/10/21/dell-emc-hci-storage-reorganisation/>
- **New Dell infrastructure chief talks midrange, HCI, VMware**
  - <https://searchstorage.techtarget.com/news/252472815/New-Dell-infrastructure-chief-talks-midrange-HCI-VMware>
- **'Sustainability will become an integral part of tenders' - Dell exec**
  - <https://www.channelweb.co.uk/crn-uk/news/3083044/sustainability-will-become-an-integral-part-of-tenders-dell-exec>
- **The Power of Kubernetes — Done the Right Way**
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- **Dell Ramps Up HPC Testing of AMD Rome Processors**
  - <https://www.hpcwire.com/2019/10/21/dell-ramps-up-hpc-testing-of-amd-rome-processors/>
- **Microsoft Azure Founder Deepak Patil To Lead Dell’s Cloud Business**

- <https://www.crn.com/news/cloud/microsoft-azure-founder-deepak-patil-to-lead-dell-s-cloud-business>
- **Dell Financial Services: The other hybrid model under the tech behemoth banner**
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- **Dell Technologies to double down on robust partner ecosystem in India**
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- **Dell's Jason Shepherd: IoT's In the 'AOL Stage.' The Next Stage Is Open.**
  - <https://www.crn.com/news/internet-of-things/dell-s-jason-shepherd-iot-s-in-the-aol-stage-the-next-stage-is-open->
- **Jeff Ready: Scale Computing's Edge, Automation Strategy Tops Dell**
  - <https://www.crn.com/slide-shows/data-center/jeff-ready-scale-computing-s-edge-automation-strategy-tops-dell>
- **VMware Cloud on AWS training eases deployment and use**
  - <https://searchservervirtualization.techtarget.com/tip/VMware-Cloud-on-AWS-training-eases-deployment-and-use>
- **Four top use cases of VMware Cloud on AWS**
  - <https://www.itproportal.com/features/four-top-use-cases-of-vmware-cloud-on-aws/>
- **How VCF on VxRail helps achieve hybrid cloud victory**
  - <https://searchconvergedinfrastructure.techtarget.com/tip/How-VCF-on-VxRail-helps-achieve-hybrid-cloud-victory>
- **VMware Cloud Foundation Sales Superstar Jumps Ship To HPE**
  - <https://www.crn.com/news/data-center/vmware-cloud-foundation-sales-superstar-jumps-ship-to-hpe>
- **VMware on White House Cybersecurity: 'The Night's Watch Is Very Thin'**
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- **VMware expands Smart Assurance to provide 'holistic' network view**
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- **Seven reasons why VMware vRealize Automation Cloud offers the best of both worlds**
  - <https://www.techcentral.ie/seven-reasons-why-vmware-vrealize-automation-cloud-offers-the-best-of-both-worlds/>
- **Q&A with Sanjay Uppal, VP and GM of the VMware SD-WAN by VeloCloud Business Unit, VMware**
  - <https://www.capacitymedia.com/articles/3824385/q-and-a-with-sanjay-uppal-vp-and-gm-of-the-vmware-sd-wan-by-velocloud-business-unit-vmware>
- **Fairmarkit raises \$11 million to automate procurement with machine learning**
  - <https://venturebeat.com/2019/10/23/fairmarkit-raises-11-million-to-automate-procurement-with-machine-learning/>

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- **IBM's Weak Results Hide Its Growth Potential**
  - <https://www.fool.com/investing/2019/10/20/ibms-weak-results-hide-its-growth-potential.aspx>
  - IBM Loses Its Groove
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  - Storage growth eludes IBM as revenues slide again
    - <https://blocksandfiles.com/2019/10/22/ibm-q3-2019-storage-revenues/>
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    - <https://www.itjungle.com/2019/10/21/after-seven-quarters-of-growth-power-systems-declines/>
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    - <https://seekingalpha.com/article/4299122-ibm-sad-decline-american-icon>
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  - IBM questions Google quantum computing claims
    - <https://www.techradar.com/news/ibm-questions-google-quantum-computing-claims>

- Google claims it has achieved 'quantum supremacy' – but IBM disagrees  
<https://www.theguardian.com/technology/2019/oct/23/google-claims-it-has-achieved-quantum-supremacy-but-ibm-disagrees>
- Google says it's achieved 'quantum supremacy,' but IBM says nope  
<https://www.fastcompany.com/90421103/google-says-its-achieved-quantum-supremacy-but-ibm-says-nope>
- IBM casts doubt on Google's claims of quantum supremacy  
<https://www.sciencemag.org/news/2019/10/ibm-casts-doubt-googles-claims-quantum-supremacy>
- Google: We've achieved quantum supremacy! IBM: Nope. And stop using that word, please  
[https://www.theregister.co.uk/2019/10/22/ibm\\_poopos\\_google\\_quantum\\_claims/](https://www.theregister.co.uk/2019/10/22/ibm_poopos_google_quantum_claims/)
- IBM says Google may not have reached quantum supremacy after all  
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- **IBM Expands Storage Line With New AI, Analytics Appliance, New Container Protection**
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- **IBM debuts new capabilities for Watson Anywhere AI initiative**
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  - IBM drops new Watson AI and IBM Cloud capabilities  
<https://www.fiercetelecom.com/telecom/ibm-drops-new-watson-ai-and-ibm-cloud-capabilities>
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- **IBM is working on an alternative to AIOps**
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- **At IBM AI conference, definition of what AI is and isn't in flux**
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- **IBM aims to increase business productivity with 'digital workers'**
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- **Staying On Top Of High Availability At HelpSystems**
  - <https://www.itjungle.com/2019/10/21/staying-on-top-of-high-availability-at-helpsystems/>
- **Red Hat has open source credibility: CEO Jim Whitehurst**
  - <https://www.livemint.com/companies/people/red-hat-has-open-source-credibility-ceo-jim-whitehurst-11571725219087.html>

- **Red Hat and the IBM play in hybrid cloud**
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## Lenovo / Huawei

- **Lenovo Australia and New Zealand saw profit slide to AU\$3 million for 2019**
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- **Lenovo sets sights on HK's IoT market**
  - <https://futureiot.tech/lenovo-sets-sights-on-hks-iot-market/>
- **Lenovo opens branch in Azerbaijan**
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- **Lenovo Visuals Business Unit Cements Status as Industry Leader**
  - <https://www.displaydaily.com/article/press-releases/lenovo-visuals-business-unit-cements-status-as-industry-leader>
- **Lenovo XClarity Controller (XCC) Review**
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- **Five Months After Huawei Export Ban, U.S. Companies Are Confused**
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- **Huawei's global brand chief on cultural challenges at the Chinese tech giant**
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- **Huawei: Easier to bribe telco staff than build backdoors**
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- **Pinnacle, Huawei offer true data centre transformation**
  - <https://www.itweb.co.za/content/JN1gPvO1EDOMjL6m>

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## Pure / NetApp / Nutanix

- **NetApp, Rubrik Partnership Brings Data Protection To Hybrid Multi-cloud Storage Deployments**
  - <https://www.crn.com/news/storage/netapp-rubrik-partnership-brings-data-protection-to-hybrid-multi-cloud-storage-deployments>
- **NetApp data storage is in transition as Insight 2019 looms**
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- **IT Analyst Firm Evaluator Group Finds That NetApp HCI Delivers**
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- **Flexential® Becomes First Data Center to Host ONTAP AI Test Drive Platform**
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- **Nutanix and the 'messy middle' of the subscription software model**
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- **Total saves £95,000 a year with Nutanix hyper-converged**
  - <https://www.computerweekly.com/news/252472776/Total-gets-95000-savings-with-Nutanix-hyper-converged>

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## Other

- **Oracle: What is customer experience (and why you should care)**
  - <https://www.zdnet.com/article/oracle-what-is-customer-experience-and-why-should-you-care/>
- **Oracle launches IXP FilterCheck, a free tool to promote secure internet routing**
  - <https://www.zdnet.com/article/oracle-launches-ixp-filtercheck-a-free-tool-to-promote-secure-internet-routing/>

- **Oracle Looks Set to Win, as SAP ASE/Sybase Support Dries Up**
  - <https://www.cbronline.com/news/sap-ase-sybase>
- **AWS Q3 Revenue Rises To \$9B, But Growth Rate Slows**
  - <https://www.crn.com/news/cloud/aws-q3-revenue-rises-35-to-9b-but-growth-rate-slows>
  - Amazon's cloud business reports 35% growth in the third quarter, trailing estimates  
<https://www.cnbc.com/2019/10/24/aws-earnings-q3-2019.html>
  - Amazon reports \$70.0 billion in Q3 2019 revenue: AWS up 35%, subscriptions up 34%, and 'other' up 44%  
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- **Bezos DDoS'd: Amazon Web Services' DNS systems knackered by hours-long cyber-attack**
  - [https://www.theregister.co.uk/2019/10/22/aws\\_dns\\_ddos/](https://www.theregister.co.uk/2019/10/22/aws_dns_ddos/)
- **Put on your tech specs: Amazon Web Services has joined the Java Community Process**
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- **Pensando bags big bucks to take on AWS Nitro**
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  - Microsoft reports a strong fiscal first quarter, but Azure's growth rate continues to decline  
<https://techcrunch.com/2019/10/23/microsoft-reports-a-strong-fiscal-first-quarter-but-azures-growth-rate-continues-to-decline/>
- **CenturyLink Expands On-Demand Network Connectivity to Google Cloud Platform**
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- **Who's With Whom In The World Of Cloud Partnerships**
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- **Teradata plays cloud data warehouse firms at their own game**
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- **Top Cloud Archival Data Services**
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- **Key storage choices: Cloud vs tape for archive storage?**
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- **Nvidia Throws the Kitchen Sink at 5G with New "Supercomputer for the Edge"**
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- **Commvault CEO boosts company growth hormone**
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- **Commvault customers lukewarm on Metallic and Hedvig**
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- **Airship Delivers OpenStack and Kubernetes at Scale, Earns Confirmation as Top-Level OSF Project**
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- **As Container Hype Levels Off, Developers Looking to Reduce Complexity, According to Latest Cloud Foundry Foundation Global Survey**
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  - Has container hype jumped the shark?  
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- **Why container data can lead to backup hell**



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- **Fujitsu installs Quantum-Inspired Computing Digital Annealer in Singapore**
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- **Creating customer values with AI**
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- **Virtual Instruments becomes Virtana, adds cloud monitoring**
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  - o Virtual Instruments Updates AIOps Platform for Hybrid Environments  
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- **Veeam Says Its Flexible Approach To Data Protection Empowers Partners**
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- **Veeam grows apace as it eyes cloud data management**
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- **How can predictive analytics for unstructured data improve storage?**
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- **Your occasional storage digest, featuring Commvault, Excelfero, Mellanox and Pavilion and more**
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- **Good news for AMD: Intel's CPU shortages could last well into 2020**
  - o <https://www.techradar.com/in/news/good-news-for-amd-intels-cpu-shortages-could-last-well-into-2020>
- **Micron debuts wicked fast 3D XPoint SSD, goes toe-toe with Intel Optane**
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- **Porsche gains Synergy in drive to HPE GreenLake**
  - o <https://blocksandfiles.com/2019/10/23/porsche-hpe-greenlake-synergy-case-study/>
- **HPE Pacific MD Steven Bovis says MSPs leading GreenLake charge**
  - o <https://www.crn.com.au/news/hpe-pacific-md-steven-bovis-says-msps-leading-greenlake-charge-532692>
- **HPE Wins Blockbuster GreenLake VMware Cloud Foundation Deal**
  - o <https://www.crn.com/news/cloud/hpe-wins-blockbuster-greenlake-vmware-cloud-foundation-deal>
- **Earnings announcements:**
  - o Cisco Q1 2020 - November 13
  - o Dell Technologies Q3 '20: November 26
- **HPE Competitive Intelligence published several new deliverables in the past week, and these are available here: [hpe.seismic.com](https://hpe.seismic.com) in the “Competitive Intelligence” tile (internal portal)**

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