

## HPE Competitive News Summary – January 10, 2020

Cisco

Dell EMC

IBM

Lenovo,  
Huawei

Pure,NetApp,  
Nutanix

Other

Seismic

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### Cisco

- **Cisco Next Gen UCS Rumors**
  - <http://bladesmadesimple.com/2020/01/cisco-next-gen-ucs-rumors/>
- **Aruba SD-Branch Gets Security Injection As Vendor Takes Aim At Cisco With Cellular Connectivity Option**
  - <https://www.crn.com/news/networking/aruba-sd-branch-gets-security-injection-as-vendor-takes-aim-at-cisco-with-cellular-connectivity-option>
  - Aruba takes aim at Cisco with SD-Branch
  - <https://www.crn.com.au/news/aruba-takes-aim-at-cisco-with-sd-branch-536309>
- **Cisco Patches More ‘Critical’ DCNM Flaws**
  - <https://www.sdxcentral.com/articles/news/cisco-patches-more-critical-dcnm-flaws/2020/01/>
  - Critics Hit Out at Cisco After Security Researcher Finds 120+ Vulnerabilities in a Single Product
  - <https://www.cbronline.com/data-centre/cisco-data-center-network-manager/>
  - Cisco Data Center Network Manager flaws fixed, Cisco ASA appliances under attack
  - <https://www.helpnetsecurity.com/2020/01/06/cisco-data-center-network-manager-flaws-fixed/>
- **MinIO earns Cisco validation for Data Intelligence Platform**
  - <https://blocksandfiles.com/2020/01/08/minio-cisco-validation/>
- **Fortinet Claims 21,000 SD-WAN Customers, Challenging Cisco**
  - <https://virtualizationreview.com/articles/2020/01/06/fortinet-challenge.aspx>

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### Dell EMC / VMware / Pivotal

- **Will Dell Technologies Fetch \$3B for RSA?**
  - <https://www.sdxcentral.com/articles/news/will-dell-technologies-fetch-3b-for-rsa/2020/01/>
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- **Putting Recommendation Engines to the Test in the Dell EMC AI Innovation Lab**
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  - <https://www.crn.com/slide-shows/data-center/dell-s-joyce-mullen-on-2020-channel-strategy-and-partner-incentives>
- **Dell’s Cameron Chehreh Talks 2020 Federal IT Predictions**
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- **Pluribus Networks and Dell EMC rack up data center customer win**
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- **VMware completes \$2.7bn Pivotal Software acquisition**
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- **Why Investors Are Bullish About VMware Stock**
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## IBM

- **IBM Doubles Its Quantum Computing Power Again**
  - <https://www.forbes.com/sites/moorinsights/2020/01/08/ibm-doubles-its-quantum-computing-power-again/>
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  - CES 2020: IBM adds Delta as it expands its Q Network  
<https://www.zdnet.com/article/ces-2020-ibm-adds-delta-as-it-expand-its-q-network/>
  - IBM Touts Quantum Network Growth, Improving QC Quality, and Battery Research  
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  - IBM quantum computing network adds new Fortune 100 explorers  
<https://www.cio.com/article/3512667/ibm-quantum-computing-network-adds-new-fortune-100-explorers.html>
  - Delta Partners with IBM to Explore Quantum Computing - an Airline Industry First  
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  - Harriet Green exits as IBM chief in Asia Pacific  
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- **IBM Names Jonathan Adashek As Chief Communications Officer**
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- **IBM Launches AI-Powered Advertising Accelerator with Watson**
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- **IBM acquisitions may be best path back to the top**
  - <https://searchdatacenter.techtarget.com/feature/IBM-acquisitions-may-be-best-path-back-to-the-top>
- **IBM Launches Two UAE Data Centres To Aid Hybrid Cloud Shift**
  - <https://data-economy.com/ibm-launches-two-uae-data-centres-to-aid-hybrid-cloud-shift/>

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## Lenovo / Huawei

- **Lenovo's president EMEA discusses the company's 2020 business strategy**
  - <https://www.information-age.com/lenovo-president-emea-2020-business-strategy-123486850/>
- **Ken Wong interview: 'Lenovo was a PC company... we are beyond it now**
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- **Huawei starts selling its chips to others**
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## Pure / NetApp / Nutanix

- **Why NetApp's Profits Are Likely To Shrink In 2020 Despite Steadily Declining Expenses**
  - <https://www.forbes.com/sites/greatspeculations/2020/01/07/why-netapps-profits-are-likely-to-shrink-in-2020-despite-steadily-declining-expenses/#5e834d462742>
- **Nutanix Attains Champion Status in 2019 Canalys EMEA Channel Leadership Matrix**
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## Other

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- **Oracle Cloud Sales Leader Dave Donatelli Preparing Exit**
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- U.K. Home Office reinforces commitment to AWS with £100m cloud hosting deal  
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- **Voices in Data Storage – Episode 31: A Conversation with Eyal David of Kaminario**
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- **5 Hot Software-Defined Networking Companies You Need To Watch In 2020**
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- **Earnings announcements:**
  - IBM Q4 2019 - January 21 (preliminary)
- **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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