

## HPE Competitive News Summary – January 17, 2020

Cisco

Dell EMC

IBM

Lenovo,  
Huawei

Pure,NetApp,  
Nutanix

Other

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### Cisco

- **Cisco Systems’ Dual Path To SD-WAN With Meraki And Viptela**
  - <https://www.forbes.com/sites/moorinsights/2020/01/16/cisco-systems-dual-path-to-sd-wan-with-meraki-and-viptela/#1d45cc2f2ffb>
- **Cisco predicts the biggest technology trends for 2020**
  - <https://www.intelligentcio.com/me/2020/01/13/cisco-predicts-the-biggest-technology-trends-for-2020/>
  - Top list: Know the biggest technology trends for 2020  
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- **Critical Cisco DCNM flaws: Patch right now as PoC exploits are released**
  - <https://www.zdnet.com/article/critical-cisco-dcnm-flaws-patch-right-now-as-poc-exploits-are-released/>
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- **Cisco security kit loses power to update itself**
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- **Cisco’s Pankaj Mitra On What Startups Bring To The Table For Big Tech**
  - <https://inc42.com/features/moneyball-ciscos-pankaj-mitra-on-what-startups-bring-to-the-table-for-big-tech/>
- **CloudJumper Taps Lenovo, Cisco Vet for Channel Post**
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- **Cisco outlines five future partner program improvements**
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- **Embarking on the Zero Trust Journey With Cisco**
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- **RBA hunts for partner to handle major Cisco data center overhaul**
  - <https://www.arnnet.com.au/article/670275/rba-seeks-partner-to-execute-cisco-data-centre-overhaul/>

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### Dell EMC / VMware / Pivotal

- **WekaIO replaces Dell EMC Isilon at Genomics England**
  - <https://blocksandfiles.com/2020/01/13/wekaio-replaces-dell-emc-isilon-at-genomics-england/>
- **Dell EMC’s Secure Remote Services recovers itself from own outage**
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- **Dell Technologies retains the top spot in India’s External Storage Industry in Q3 2019**
  - <http://bwsmartcities.businessworld.in/article/Dell-Technologies-retains-the-top-spot-in-India-s-External-Storage-Industry-in-Q3-2019/15-01-2020-182076/>
- **Disaster Recovery as a Service With Dell EMC Cloud Storage Services and Faction**
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- **An introduction to VMware vRealize Operations Cloud**
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- **In the Lab: 3-Node VMware vSAN Cluster Setup and Configuration Video**

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- **VMware preps partners for extra Q1 changes**
  - o <https://www.crn.com.au/news/vmware-preps-partners-for-extra-q1-changes-536537>
- **VMware continues to see India as a strategic market: VMWare COO**
  - o <https://economictimes.indiatimes.com/tech/software/vmware-continues-to-see-india-as-a-strategic-market-vmware-coo/articleshow/73253676.cms>

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- **Google announces support for IBM Power Systems on its cloud**
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  - o Google brings IBM Power Systems to its cloud  
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  - o Google Launches IBM Power Systems as a Cloud Service  
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  - <https://www.marketwatch.com/story/ibm-earnings-outlook-for-2020-amid-soft-software-market-is-key-2020-01-15>
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## Lenovo / Huawei

- **Lenovo locks in channel for data center growth**
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- **Lenovo Channel Leader Is Out, Avaya's Steve Biondi Steps In**
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- **Lenovo Founder Warns of 'Extremely Hard Fights' Ahead**
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- **Huawei restructures to focus on cloud computing, AI**
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- **NetApp Hires Former Intel, Lenovo Exec To Manage Its Largest Business Unit**
  - <https://www.crn.com/news/storage/netapp-hires-former-intel-lenovo-exec-to-manage-its-largest-business-unit>
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- **Join us live online today: Find out how to store and manage data in the hybrid-cloud era to boost your business**
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- **The Quarter Of Truth For Nutanix**
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- **Google acquires Pointy to help SMBs list product inventory online**
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- **VAST Data quick-fills Kubernetes containers with file data**
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- **Forsa taps into Optane direct mode to turbocharge apps. No code change required**
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- **8 Biggest Data Center Trends And Technologies To Watch For In 2020**
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- **Synology's high-performance NAS with petabyte scalability**
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- **Earnings announcements:**
  - IBM Q4 2019 - January 21
  - Cisco Q2 2020 – February 12 (estimate)
  - Dell Technologies 4Q 2020 – February 27
  - VMware 4Q 2020 – February 27
  - Nutanix Q2 2020 – February 27 (estimate)
- **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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