

HPE competitive news summary - October 05, 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

- Cisco and SAP Team Up on Containers, Hybrid Cloud
 - https://www.sdxcentral.com/articles/news/cisco-and-sap-team-up-on-containers-hybrid-cloud/2018/10/
 - What's in the container, Cisco? A nice, plump SAP Data Hub https://www.theregister.co.uk/2018/10/03/ccp_sap_data_hub/
 - SAP Data Hub catches Docker/Kubernetes container fever https://www.zdnet.com/article/sap-data-hub-catches-docker-kubernetes-container-fever/
 - Cisco, SAP team up to ease cloud, container integration, management
 https://www.networkworld.com/article/3309433/cloud-computing/cisco-sap-team-up-to-ease-cloud-container-integration-management.html
- Why Hyperscale Data Center Giants Are Paying Up To 129 Percent More For Cisco UCS Servers
 - o https://www.crn.com/news/data-center/why-hyperscale-data-center-giants-are-paying-up-to-129-percent-more-for-cisco-ucs-servers
- Cisco, Duo Execs Share Plans for the Future
 - o https://www.darkreading.com/cloud/exclusive-cisco-duo-execs-share-plans-for-the-future/d/d-id/1332931
 - Cisco Completes Acquisition of Duo Security https://www.marketwatch.com/press-release/cisco-completes-acquisition-of-duo-security-2018-10-01-8184128
 - Cisco Completes Acquisition of Duo Security https://newsroom.cisco.com/press-release-content?type=webcontent&articleId=1945408
- Cisco Webex meltdown caused by script that nuked its host VMs
 - o https://www.theregister.co.uk/2018/10/03/cisco_webex_outage_script/
 - Cisco Webex experiences almost week long shut down https://www.itbusiness.ca/news/cisco-webex-experiences-almost-week-long-shut-down/105535
- At age 69, former Cisco CEO John Chambers tells us 'I'm not retired'
 - o https://www.businessinsider.com/john-chambers-former-cisco-ceo-on-his-new-book-and-mentoring-startups-2018-10
- How Cisco Is Responding to Trump Tariffs
 - o https://marketrealist.com/2018/10/how-cisco-is-responding-to-trump-tariffs

Back to Top

Dell EMC / VMware / Pivotal

- Dell Confirms IPO Talks With Banks If VMware Stock Swap Fails
 - o https://www.crn.com/news/data-center/dell-confirms-ipo-talks-with-banks-if-vmware-stock-swap-fails
 - Dell Says It Met With Banks About an IPO 'Contingency Plan'
 https://www.bloomberg.com/news/articles/2018-10-03/dell-says-it-met-with-banks-about-an-ipo-contingency-plan
 - Dell confirms IPO talks as back-up plan https://seekingalpha.com/news/3394720-dell-confirms-ipo-talks-back-plan
 - Dell exploring IPO option if tracking stock bid fails https://www.reuters.com/article/us-dell-tech-ipo/dell-exploring-ipo-option-if-tracking-stock-bid-fails-idUSKCN1MD1GO
- You dirty DRAC: IT bods uncover Dell server firmware security slip
 - o https://www.theregister.co.uk/2018/10/03/idrac_dell_server_firmware/

- o iDRACula Vulnerability Impacts Millions of Legacy Dell EMC Servers https://www.servethehome.com/idracula-vulnerability-impacts-millions-of-legacy-dell-emc-servers/
- Dell EMC's Older PowerEdge iDRAC BMC Vulnerable to Firmware Replacement Attack https://www.anandtech.com/show/13414/dell-emc-poweredge-idrac-bmc-vulnerability
- Dell EMC: PowerVault ME4 Series Good for Business Market
 - o http://thenationonlineng.net/dell-emc-powervault-me4-series-good-for-business-market/
 - Dell EMC introduced Dell EMC PowerVault ME4 Series https://www.crn.in/news/dell-emc-introduced-dell-emc-powervault-me4-series/
 - Eyes on SMBs in India, Dell EMC launches data storage arrays PowerVault ME4 Series
 https://techobserver.in/article/enterprise-it/data-center/eyes-on-smbs-in-india-dell-emc-launches-data-storage-arrays-powervault-me4-series/
- Michael Dell On Trump China Tariffs: 'I'm Not Going To Say My Dog Ate My Homework'
 - o https://www.crn.com/news/data-center/michael-dell-on-trump-china-tariffs-i-m-not-going-to-say-my-dog-ate-my-homework-
- Dell EMC Opens 20,000 Commercial Accounts For Partners To 'Hunt' With New Program
 - o https://www.crn.com/news/channel-programs/dell-emc-opens-20-000-commercial-accounts-for-partners-to-hunt-with-new-program
- HPE loses ground to Dell EMC in EMEA server rankings
 - o https://www.channelnomics.eu/channelnomics-eu/news/3063871/hpe-loses-ground-to-dell-emc-in-emea-server-rankings
 - Shrinking shipments, hidden money: IDC studies the martial art of EMEA server market https://www.theregister.co.uk/2018/10/02/idc_q2_fy2018_server_market_shipments/
 - o Dell EMC closes gap on HPE's EMEA server lead https://www.channelweb.co.uk/crn-uk/news/3063784/dell-emc-closes-gap-on-hpes-emea-server-lead
 - Shrinking shipments, hidden money: IDC studies the martial art of EMEA server market https://www.theregister.co.uk/2018/10/02/idc_q2_fy2018_server_market_shipments/
- Microsoft Azure Picks Dell EMC For Edge Compute And Storage
 - o https://www.forbes.com/sites/paulteich/2018/10/02/microsoft-azure-and-dell-emc/#3b4fa8974c4c
- HCI To Bring More Exciting Opportunities In The Indian Market
 - o http://www.cxotoday.com/story/hci-to-bring-more-exciting-opportunities-in-the-indian-market/
- Jeff Clarke: Teamwork Driving Transformation: The Power of One Unleashing the Power of Data
 - o https://blog.dellemc.com/en-us/teamwork-driving-transformation-power-of-one-unleashing-power-of-data/
- VMware Has Huge Plans for NSX Market Domination
 - $\verb|o https://www.serverwatch.com/server-news/vmware-has-huge-plans-for-nsx-market-domination.html| \\$
- VMware's Rob Sherry: IT Leaders, End Users Key to Manage Changes, Data Quality in EHR Modernization
 - o https://www.govconwire.com/2018/10/vmwares-rob-sherry-it-leaders-end-users-key-to-manage-changes-data-quality-in-ehr-modernization/

Back to Top

IBM

- HPE No. 1, IBM Surges, in 'Bucking Bronco' High Performance Server Market
 - https://www.hpcwire.com/2018/09/27/hpe-no-1-ibm-surges-in-bucking-bronco-high-performance-server-market/
- The only way is up, baby: IBM UK sales down, profit down, headcount down
 - o https://www.theregister.co.uk/2018/10/05/the_only_way_is_up_baby_ibm_uk_sales_down_profit_down_staff_headcount_down/
- SQream Adds Power9 to GPU Data Warehouse

 - GPU-powered SQream DB Boosts Query Performance up to 150% for IBM POWER9 https://insidehpc.com/2018/10/gpu-powered-sqream-db-boosts-query-performance-150-ibm-power9/
 - o In a Parallel Universe, Data Warehouses Run On GPUs https://www.nextplatform.com/2018/10/04/in-a-parallel-universe-data-warehouses-run-on-gpus/
- Groupon to pay IBM \$57m after getting money off e-commerce patent settlement

- o https://www.theregister.co.uk/2018/10/01/groupon_to_pay_ibm_57m_in_ecommerce_patent_settlement/
- Groupon to pay IBM \$57m to settle patent dispute https://www.zdnet.com/article/groupon-to-pay-ibm-57m-to-settle-patent-disputes/
- o Groupon to pay IBM \$57 million to settle US patent dispute https://economictimes.indiatimes.com/news/international/business/groupon-to-pay-ibm-57-million-to-settle-us-patent-dispute/articleshow/66037309.cms
- o Groupon pays \$57 million to settle IBM patent case https://www.chicagobusiness.com/john-pletz-technology/groupon-pays-57-million-settle-ibm-patent-case
- Artificial Intelligence: IBM Fails to Match the Watson Hype
 - o http://formtek.com/blog/artificial-intelligence-ibm-fails-to-match-the-watson-hype/
- IBM's new Watson Al marketing suite personalizes ads for individual customers
 - o https://venturebeat.com/2018/10/02/ibms-new-watson-ai-marketing-suite-personalizes-ads-for-individual-customers/
 - o IBM's interactive AI ads reach more sites, brands https://www.marketingdive.com/news/ibms-interactive-ai-ads-reach-more-sites-brands/538558/
- IBM to Launch Watson Decision Platform for Agriculture
 - o https://www.precisionag.com/industry-news/ibm-to-launch-watson-decision-platform-for-agriculture/
- IBM rolls out Watson Supply Chain Insights
 - o https://www.logisticsmgmt.com/article/ibm rolls out watson supply chain insights
- A new brain-inspired architecture could improve how computers handle data and advance Al
 - o https://www.sciencedaily.com/releases/2018/10/181003162715.htm
 - Scientists at IBM explains executing certain computational tasks may increase computer's efficiency
 https://www.devdiscourse.com/Article/headlines/205949-scientists-at-ibm-explains-executing-certain-computational-tasks-may-increase-computers-efficiency
 - o New Computer Architecture Inspired By The Human Brain Can Help Advance AI Tech https://www.techtimes.com/articles/234863/20181004/new-computer-architecture-inspired-by-the-human-brain-can-help-advance-ai-tech.htm
- IBM mainframe containers grow more secure
 - o https://www.zdnet.com/article/ibm-mainframe-containers-grow-more-secure/
- Security Now & IBM Release New Report on Endpoint Security Systems
 - o https://www.marketwatch.com/press-release/security-now-ibm-release-new-report-on-endpoint-security-systems-2018-10-01
- Advice For The IBM i Shop Buying X86 Servers
 - o https://www.itjungle.com/2018/10/01/advice-for-the-ibm-i-shop-buying-x86-servers/
- Marsh's Blockchain Proof of Insurance Collaboration With IBM Expanded Further Through Salesforce
 - o https://blokt.com/news/marshs-blockchain-proof-of-insurance-collaboration-with-ibm-expanded-further
- 3 surprising revelations from IBM's latest HR study
 - https://www.siliconrepublic.com/careers/ibm-hr-study

Back to Top

Lenovo / Huawei

- Lenovo ThinkAgile System Certified for SAP HANA on Hyperconverged Infrastructure
 - o https://insidehpc.com/2018/10/lenovo-thinkagile-system-certified-sap-hana-hyperconverged-infrastructure/
- Huawei scoops Geoff Wright, former Dell EMC channel chief
 - o https://www.crn.com.au/news/huawei-scoops-geoff-wright-former-dell-emc-channel-chief-513327
 - Huawei appoints Geoff Wright as new channel leader <u>https://www.arnnet.com.au/article/647531/huawei-appoints-geoff-wright-as-new-channel-leader/</u>
- Huawei Hasn't Given Up on US Market, Pitches the FCC
 - o https://www.lightreading.com/carrier-security/huawei-hasnt-given-up-on-us-market-pitches-the-fcc/d/d-id/746531

Back to Top

Pure / NetApp / Nutanix

- Nutanix Down 29.8% Since Last Earnings Report: Can It Rebound?
 - https://www.nasdaq.com/article/nutanix-ntnx-down-298-since-last-earnings-report-can-it-rebound-cm1030055
- Nutanix acquires Frame, enabling first multi-cloud Desktops-as-a-Service
 - o https://www.crn.in/news/nutanix-acquires-frame-enabling-first-multi-cloud-desktops-as-a-service/
 - Nutanix Completes Acquisition of Frame https://www.dqindia.com/nutanix-completes-acquisition-frame/
- NetApp EF570 All-Flash Array Review
 - o https://www.storagereview.com/netapp_ef570_allflash_array_review
- Anna Schlegel on NetApp's Journey to Becoming a Globalized Enterprise
 - o https://slator.com/features/anna-schlegel-on-netapps-journey-to-becoming-a-globalized-enterprise/

Back to Top

Other

- The Big Hack: How China Used a Tiny Chip to Infiltrate U.S. Companies
 - o https://www.bloomberg.com/news/features/2018-10-04/the-big-hack-how-china-used-a-tiny-chip-to-infiltrate-america-s-top-companies
 - o The Big Hack: Statements From Amazon, Apple, Supermicro, and the Chinese Government https://www.bloomberg.com/news/articles/2018-10-04/the-big-hack-amazon-apple-supermicro-and-beijing-respond
 - Decoding the Chinese Super Micro super spy-chip super-scandal: What do we know and who is telling the truth? https://www.theregister.co.uk/2018/10/04/supermicro_bloomberg/
 - Bloomberg's spy chip story reveals the murky world of national security reporting https://techcrunch.com/2018/10/04/bloomberg-spy-chip-murky-world-national-security-reporting/
 - o Bloomberg stands by Chinese chip story as Apple, Amazon ratchet up denials https://arstechnica.com/tech-policy/2018/10/bloomberg-stands-by-chinese-chip-story-as-apple-amazon-ratchet-up-denials/
 - AWS, Apple Deny Bloomberg Report On Chinese Server Attack https://www.crn.com/news/data-center/aws-apple-deny-bloomberg-report-on-chinese-server-attack
 - Apple: What Businessweek got wrong about Apple https://www.apple.com/newsroom/2018/10/what-businessweek-got-wrong-about-apple/
 - Supermicro Refutes Claims in Bloomberg Article
 https://www.supermicro.com/newsroom/pressreleases/2018/press181004_Bloomberg.cfm
 - China planted chips in Apple and Amazon servers, report claims https://www.theguardian.com/technology/2018/oct/04/china-planted-chips-on-apple-and-amazon-servers-report-claims
 - Setting the Record Straight on Bloomberg BusinessWeek's Erroneous Article https://aws.amazon.com/blogs/security/setting-the-record-straight-on-bloomberg-businessweeks-erroneous-article/
 - Apple and Amazon deny report that Chinese 'spy' chips were used to infiltrate their networks https://www.telegraph.co.uk/technology/2018/10/04/apple-amazon-deny-report-chinese-spy-chips-used-infiltrate-networks/
 - Chinese spies reportedly inserted microchips into servers used by Apple, Amazon, and others https://www.theverge.com/2018/10/4/17935868/chinese-spies-microchip-hack-servers-apple-amazon-supermicro
- Oracle Product Chief Thomas Kurian resigns
 - o http://www.cio.in/news/oracle-product-chief-thomas-kurian-resigns
 - Oracle cloud supremo Thomas Kurian extends temp leave to the heat death of the universe https://www.theregister.co.uk/2018/09/29/thomas_kurian_quits_oracle/
 - o Oracle's Kurian Steps Down From Product Development Post https://finance.yahoo.com/news/oracle-apos-kurian-steps-down-150103471.html
- Oracle: cloud quiet

- https://ftalphaville.ft.com/2018/10/03/1538575273000/Oracle--cloud-quiet/
- StorOne storage is set to disrupt the software-defined market
 - o https://searchstorage.techtarget.com/opinion/StorOne-storage-is-set-to-disrupt-the-software-defined-market
- Inside Hitachi Vantara's Very Ambitious Data Agenda
 - o https://www.datanami.com/2018/10/01/inside-hitachi-vantaras-very-ambitious-data-agenda/
- Rubrik CEO Bipul Sinha On IPO, Getting Acquired, And John Chambers' Investment
 - o https://www.crn.com/slide-shows/storage/crn-exclusive-rubrik-ceo-bipul-sinha-on-ipo-getting-acquired-and-john-chambers-investment
- Partners align to bold SAP S/4HANA migration plan
 - o https://searchitchannel.techtarget.com/feature/Partners-align-to-bold-SAP-S-4HANA-migration-plan
- Violin Announces Extreme Performance XVS 8
 - o https://www.storagereview.com/violin_announces_extreme_performance_xvs_8
 - Reanimated Violin returns to scene with flashy XVS 8 array, and, er, AR app https://www.theregister.co.uk/2018/10/02/violins_back_with_xvs_8_flash_array/
 - Violin Goes to 'Extremes' in New-Gen Storage Performance http://www.eweek.com/storage/violin-goes-to-extremes-in-new-gen-storage-performance
 - Violin Systems AFA lineup adds XVS8 power hitter https://searchstorage.techtarget.com/news/252449978/Violin-Systems-AFA-lineup-adds-XVS8-power-hitter
- DDN, Nvidia Launch Blueprints for Unified Al Appliance with Up to 9 DGX-1s
 - https://www.hpcwire.com/2018/10/04/ai-infrastructure-ddn-nvidia-launch-blueprints-for-unified-appliance-with-up-to-9-dgx-1s/
 - DDN steps out of HPC niche and into enterprise Al systems hurly-burly https://www.theregister.co.uk/2018/10/04/ddn_jumps_into_ai_fray_taking_on_pure_netapp_cisco_and_dell_emc/
- DDN makes 'old' appointment with Tintri co-founder designated CTO
 - o https://itbrief.com.au/story/ddn-makes-old-appointment-with-tintri-co-founder-designated-cto
- SUSE Releases Enterprise Storage 5.5
 - o https://www.storagereview.com/suse_releases_enterprise_storage_55
- Inspur Donates New Server Configurations to the Open Compute Project
 - o https://www.sdxcentral.com/articles/news/inspur-donates-new-server-configurations-to-the-open-compute-project/2018/10/
- LinkedIn the latest to introduce its own server designs
 - $\circ \quad \underline{\text{https://www.networkworld.com/article/3310071/data-center/linkedin-the-latest-to-introduce-its-own-server-designs.html}\\$
- Linux, HCI and more, all from the new release of Windows Server 2019
 - https://www.theregister.co.uk/2018/10/03/windows_server_2019_hci/
- Want to get Serverless into production? Spend a few days with us
 - https://www.theregister.co.uk/2018/10/02/serverless_changes_everythingexcept_for_all_the_things_that_stay_the_same/
- Ten edge computing vendors to watch
 - o https://www.zdnet.com/article/10-edge-computing-vendors-to-watch/
- Yes, a true private cloud can now be built
 - o https://searchstorage.techtarget.com/opinion/Yes-a-true-private-cloud-can-now-be-built
- How to implement a multi-cloud storage strategy
 - o https://www.computerweekly.com/feature/How-to-implement-a-multi-cloud-storage-strategy
- New cloud storage services for Microsoft Azure at Ignite 2018
 - o https://www.computerweekly.com/news/252449749/New-cloud-storage-services-for-Microsoft-Azure-at-Ignite-2018
- Why Pentagon Cloud-Computing Contract Is a Huge Deal
 - o https://www.bloomberg.com/news/articles/2018-10-04/why-pentagon-cloud-computing-contract-is-a-huge-deal-quicktake
- Cloud file services outfit CTERA rakes in \$30m to boost SE Asia presence
 - o https://www.theregister.co.uk/2018/10/02/ctera_meets_singapore_girls_and_gets_smitten/

- Maximize cloud storage benefits with cloud-native data
 - o https://searchstorage.techtarget.com/opinion/Maximize-cloud-storage-benefits-with-cloud-native-data
- HPE Positioning: HPE squirts cold data at on/off-prem object stores, adds capacity to StoreOnce for ever-increasing data firehose
 - o https://www.theregister.co.uk/2018/10/02/hpe_storeonce_upgrade/
- Earnings announcements:
 - o IBM 3Q FY2018 16th Oct 2018

Back to Top

• 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)