

## HPE competitive news summary – May 17, 2019

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's Upbeat Forecast Signals Strong Corporate Spending**
  - <https://finance.yahoo.com/news/cisco-upbeat-forecast-signals-strong-202659997.html>
  - Cisco stock rises as earnings, revenue forecast top Street estimates amid tariffs  
<https://www.marketwatch.com/story/cisco-earnings-revenue-forecast-top-wall-street-estimates-2019-05-15>
  - Cisco Gains on Solid Results and Guidance: 6 Key Takeaways  
<https://www.thestreet.com/technology/cisco-gains-on-solid-results-and-guidance-6-key-takeaways-14961973>
  - Cisco Q3 2019: \$13B Revenue Up 6% Annually, Despite Service Provider Decline  
[https://www.lightreading.com/mobile/5g/cisco-q3-2019-\\$13b-revenue-up-6--annually-despite-service-provider-decline/d/d-id/751510](https://www.lightreading.com/mobile/5g/cisco-q3-2019-$13b-revenue-up-6--annually-despite-service-provider-decline/d/d-id/751510)
  - Cisco rises on strong revenue guidance  
<https://www.cnbc.com/2019/05/15/cisco-earnings-q3-2019.html>
  - Cisco Announces 3Q19 Earnings  
[https://www.storagereview.com/cisco\\_announces\\_3q19\\_earnings](https://www.storagereview.com/cisco_announces_3q19_earnings)
  - Cisco shares rise as profit tops expectations  
<https://www.ft.com/content/a6390f4c-7749-11e9-bbad-7c18c0ea0201>
  - 3 Key Issues to Watch When Cisco Reports Earnings  
<https://www.thestreet.com/investing/stocks/cisco-reports-earnings-key-things-to-watch-14958266>
  - Cisco Reports Third Quarter FY19 Earnings  
<https://newsroom.cisco.com/press-release-content?type=webcontent&articleId=1986672>
- **Thrangrycat Attacks Cisco Switches, Routers, Firewalls**
  - <https://www.sdxcentral.com/articles/news/thrangrycat-attacks-cisco-switches-routers-firewalls/2019/05/>
  - Major security issues found in Cisco routers  
<https://www.techradar.com/news/major-security-issues-found-in-cisco-routers>

[Back to Top](#)

### Dell EMC / VMware / Pivotal

- **Dell EMC APAC chief David Webster to leave company**
  - <https://www.cw.com.hk/it-leadership/dell-emc-apac-chief-david-webster-to-leave-company>
  - David Webster departs from Dell EMC  
<https://www.arnnet.com.au/article/661479/david-webster-departs-from-dell-emc/>
- **12 New Storage Products And Rumors From Dell EMC And Friends**
  - <https://www.crn.com/slide-shows/storage/12-new-storage-products-and-rumors-from-dell-emc-and-friends>
  - Dell Technologies World 2019: Data Protection And Management Products  
<http://techgenix.com/dell-technologies-world-data-protection>
  - **HPE Positioning:** Dell EMC Storage Announcements from Dell Technologies World  
[https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive\\_library/DellTechWorld\\_StorageUpdates\\_2019.pdf](https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive_library/DellTechWorld_StorageUpdates_2019.pdf)
- **Michael Dell sets sights on creating efficient cloud infrastructure**
  - <https://www.financialexpress.com/industry/technology/dell-chief-sets-eye-on-creating-automated-and-efficient-cloud-infrastructure/1576319/>

- Dell Subsidiaries Join Forces for Infrastructure Leasing  
<https://it.toolbox.com/article/dell-subsidiaries-join-forces-for-infrastructure-leasing>
- VMware strengthens DC and edge with VMware Cloud on Dell EMC  
<https://www.techcentral.ie/vmware-strengthens-dc-and-edge-with-vmware-cloud-on-dell-emc/>
- **HPE Positioning:** Dell Technologies Cloud Announcement – First Look  
[https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive\\_library/Dell\\_Technologies\\_Cloud.pdf](https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive_library/Dell_Technologies_Cloud.pdf)
- **We are innovating like never before'**
  - <https://www.thehindubusinessline.com/info-tech/we-are-innovating-like-never-before/article27129317.ece>
- **Dell EMC Q&A: Say no to IT silos and yes to multicloud integrations**
  - <https://siliconangle.com/2019/05/15/qa-say-no-silos-yes-multicloud-integrations-delltechworld/>
- **Dell Technologies Partners with Orange for New-Age Software-Defined Mobility Coming with 5G**
  - <https://virtualizationreview.com/articles/2019/05/14/dell-tech-orange.aspx>
- **Dell/Virtustream: Enterprises Pushing Mission-Critical Workloads to the Cloud**
  - <https://www.channelfutures.com/cloud-2/dell-virtustream-enterprises-pushing-mission-critical-workloads-to-the-cloud>
  - Virtustream takes managed, professional services to the extreme with xStreamCare  
[https://www.theregister.co.uk/2019/05/17/virtustream\\_managed\\_services\\_xstreamcare/](https://www.theregister.co.uk/2019/05/17/virtustream_managed_services_xstreamcare/)
- **What's The Best Kept Secret about Dell Technologies? (Partners)**
  - <https://www.crn.com/news/channel-programs/video/crntv-digs-in-what-s-the-best-kept-secret-about-dell-technologies->
- **Enterprise is a massive piece of our business, says Dmitri Chen, Dell Technologies**
  - <https://www.financialexpress.com/industry/enterprise-is-a-massive-piece-of-our-business-says-dmitri-chen-dell-technologies/1576314/>
- **Q&A: As SAP consolidates under flagship HANA, Dell strengthens partnership**
  - <https://siliconangle.com/2019/05/14/qa-sap-consolidates-flagship-hana-dell-strengthens-partnership-delltechworld/>
- **VMware snaps up Bitnami to broaden its multicloud strategy**
  - <https://siliconangle.com/2019/05/15/vmware-snaps-bitnami-broaden-multi-cloud-strategy/>
  - VMware acquires Bitnami to bolster its app-packaging tools  
<https://venturebeat.com/2019/05/15/vmware-acquires-bitnami-to-bolster-its-app-packaging-tools/amp/>
- **Microsoft Meets Long-Time Rival VMware With Open Hybrid-Cloud Arms**
  - <https://www.datacenterknowledge.com/cloud/microsoft-meets-long-time-rival-vmware-open-hybrid-cloud-arms>
- **Take advantage of these 4 VMware Cloud on AWS features**
  - <https://searchvmware.techtarget.com/answer/Take-advantage-of-these-4-VMware-Cloud-on-AWS-features>
  - Stay up to date with the VMware Cloud on AWS roadmap  
<https://searchvmware.techtarget.com/answer/Stay-up-to-date-with-the-VMware-Cloud-on-AWS-roadmap>
  - VMware: AWS Is Our No. 1 Cloud Partner, 'What We've Built Is Incredibly Unique'  
<https://www.sdxcentral.com/articles/news/vmware-aws-is-our-no-1-cloud-partner-what-weve-built-is-incredibly-unique/2019/05/>
- **Red Hat and VMware announce new reference architecture for OpenShift**
  - <https://datacentrenews.eu/story/red-hat-and-vmware-announce-new-reference-architecture-for-openshift>
  - Making The Openshift To The Hybrid Cloud  
<https://www.nextplatform.com/2019/05/13/making-the-openshift-to-the-hybrid-cloud/>
- **Apstra CEO On New 'Sophisticated' VMware vSphere Integration**
  - <https://www.crn.com/news/data-center/apstra-ceo-on-new-sophisticated-vmware-vsphere-integration>
- **VMware unveils Carbon Avoidance Meter to monitor data center energy usage**
  - <https://www.fiercetelecom.com/telecom/vmware-unveils-carbon-avoidance-meter-to-monitor-data-center-energy-usage>
- **Dell Technologies to Hold Conference Call May 30 to Discuss First Quarter Fiscal 2020 Financial Results**
  - <https://corporate.delltechnologies.com/en-us/newsroom/dt-to-hold-conference-call-may-30-to-discuss-first-quarter-fiscal-2020-financial-results.htm>

[Back to Top](#)

- **IBM Sells \$20 Billion In Bonds To Fund Red Hat Acquisition**
  - <https://www.crn.com/news/cloud/ibm-sells-20-billion-in-bonds-to-fund-red-hat-acquisition>
- **A 'smoking good' deal? Red Hat could prove a \$34 billion bargain for IBM**
  - <https://siliconangle.com/2019/05/13/smoking-good-deal-10-trillion-impact-red-hat-34-billion-bargain-rhsummit-guestoftheweek/>
  - IBM-Red Hat deal raises no storage red flags yet  
<https://searchstorage.techtarget.com/news/252463433/IBM-Red-Hat-deal-raises-no-storage-red-flags-yet>
  - Culture wars as Red Hat-IBM merge? No way, says Big Blue exec  
<https://www.wraltechwire.com/2019/05/10/culture-wars-as-red-hat-ibm-merge-no-way-says-big-blue-exec/>
  - Where IBM and Red Hat go from here  
<https://www.zdnet.com/article/where-ibm-and-red-hat-go-from-here/>
  - Keep Red Hat independent within IBM? Please, no!  
<https://www.techrepublic.com/article/keep-red-hat-independent-within-ibm-please-no/>
- **IBM 'cloudifies' mainframe software pricing, adds hybrid, private cloud services**
  - <https://www.networkworld.com/article/3395776/ibm-cloudifies-mainframe-software-pricing-adds-hybrid-private-cloud-services.html>
  - IBM Says Its New Mainframe Software Pricing Model May Lower Your Bill  
<https://www.datacenterknowledge.com/ibm/ibm-says-its-new-mainframe-software-pricing-model-may-lower-your-bill>
  - IBM Advances Mainframe Container Strategy  
<https://containerjournal.com/2019/05/16/ibm-advances-mainframe-container-strategy/>
  - IBM mainframe pricing overhaul inspired by cloud model  
<https://searchdatacenter.techtarget.com/news/252463581/IBM-mainframe-pricing-overhaul-inspired-by-cloud-model>
  - IBM Introduces Tailored Fit Pricing for IBM Z to Extend Mainframe's Role in Hybrid Cloud Strategy  
<http://www.dbta.com/Editorial/News-Flashes/IBM-Introduces-Tailored-Fit-Pricing-for-IBM-Z-to-Extend-Mainframes-Role-in-Hybrid-Cloud-Strategy-131720.aspx>
- **'Reinventing' itself, says IBM on reports of sacking 300 workers**
  - <https://economictimes.indiatimes.com/tech/ites/reinventing-itself-says-ibm-on-reports-of-sacking-300-workers/articleshow/69325235.cms>
  - IBM Fires 300 Employees From Service Division To Make Room For More Talent In AI, Cloud  
<https://www.analyticsindiamag.com/ibm-fires-300-employees-from-service-division-to-make-room-for-more-talent-in-ai-cloud/>
- **IBM Releases AI-Powered Anomaly Detection Capabilities to Mitigate Supply Chain Disruptions**
  - <https://martechseries.com/technology/ibm-releases-ai-powered-anomaly-detection-capabilities-mitigate-supply-chain-disruptions/>
  - IBM Launches Supply Chain Anomaly Detection Tool  
<https://www.pymnts.com/news/b2b-payments/2019/ibm-supply-chain-anomaly/>
- **HCL Tech to hire 2,000 IBM employees as part of \$1.8 bn software deal**
  - [https://www.business-standard.com/article/companies/hcl-tech-to-hire-2-000-ibm-staff-under-its-1-8-bn-deal-with-the-tech-giant-119051500285\\_1.html](https://www.business-standard.com/article/companies/hcl-tech-to-hire-2-000-ibm-staff-under-its-1-8-bn-deal-with-the-tech-giant-119051500285_1.html)
  - HCL Technologies will make space for 2,000 IBM staff  
<https://economictimes.indiatimes.com/tech/ites/hcl-technologies-will-make-space-for-2000-ibm-staff/articleshow/69334446.cms>
- **These POWERUp Sessions Are About the Recent IBM i Announcement**
  - <https://www.itjungle.com/2019/05/15/these-powerup-sessions-are-about-the-recent-ibm-i-announcement/>
- **The Five Blockchain Principles of IBM**
  - <https://btcmanager.com/five-blockchain-principles-ibm/>
- **Everspin fights to avoid MRAM tail spin**
  - <https://blocksandfiles.com/2019/05/13/everspin-spins-its-results/>
- **IBM Power: Retranslation Could Boost Performance**
  - <https://www.itjungle.com/2019/05/13/retranslation-could-boost-performance/>
- **IBM Unveils Beta of Next Generation Quantum Development Platform**
  - <https://www.hpcwire.com/off-the-wire/ibm-unveils-beta-of-next-generation-quantum-development-platform/>

- **Endesa taps IBM Watson and IBM Cloud to deliver superior Customer Service through its AI Contact Center**
  - <https://www.marketwatch.com/press-release/endesa-taps-ibm-watson-and-ibm-cloud-to-deliver-superior-customer-service-through-its-ai-contact-center-2019-05-15>
- **IBM updates Watson Studio**
  - <https://www.zdnet.com/article/ibm-updates-watson-studio/>
- **IBM Cloud, Watson & AI Services Adoption Grows in Europe**
  - <https://www.nasdaq.com/article/ibm-cloud-watson-amp-ai-services-adoption-grows-in-europe-cm1149730>
  - IBM Showcases Work with European Companies Using Hybrid Cloud and AI Solutions to Transform Industries  
<https://newsroom.ibm.com/2019-05-15-IBM-Showcases-Work-with-European-Companies-Using-Hybrid-Cloud-and-AI-Solutions-to-Transform-Industries>
  - European Companies Turn to IBM AI and Hybrid Cloud to Help Drive the Next Chapter of Digital Transformation in the Automotive Industry  
<https://newsroom.ibm.com/2019-05-14-European-Companies-Turn-to-IBM-AI-and-Hybrid-Cloud-to-Help-Drive-the-Next-Chapter-of-Digital-Transformation-in-the-Automotive-Industry>
- **Everspinning IBM U.2 flash drives use MRAM write caching**
  - <https://blocksandfiles.com/2019/05/14/everspin-ibm-u-2-flash-drives-mram/>
- **Polish Agricultural Social Insurance Fund Adopts IBM Cloud to Advance Farming Safety**
  - <https://newsroom.ibm.com/2019-05-15-Polish-Agricultural-Social-Insurance-Fund-Adopts-IBM-Cloud-to-Advance-Farming-Safety>

[Back to Top](#)

## Lenovo / Huawei

- **Lenovo's Everything-As-A-Service Strategy: From The Data Center To The Edge To IoT**
  - <https://www.crn.com/news/storage/lenovo-s-everything-as-a-service-strategy-from-the-data-center-to-the-edge-to-iot>
  - Lenovo innovates with infrastructure as a service for on-prem data solutions  
<https://siliconangle.com/2019/05/13/lenovo-innovates-infrastructure-service-prem-data-solutions-rhsummit/>
  - Lenovo to make all products into services  
<https://www.crn.com.au/news/lenovo-to-make-all-products-into-services-525166>
  - **HPE Positioning: Lenovo TruScale On Premises Consumption Services**  
[https://hpe.seismic.com/Link/Content/DCFRCOqDXDuEOsInm3ASa\\_xQ](https://hpe.seismic.com/Link/Content/DCFRCOqDXDuEOsInm3ASa_xQ)
- **How Lenovo plans to become the world's largest hyperscale infrastructure provider**
  - <https://www.zdnet.com/article/how-lenovo-plans-to-become-the-worlds-largest-hyperscale-infrastructure-provider/>
  - 5 Boldest Statements From Lenovo Data Center Group President Kirk Skaugen At Accelerate 2019  
<https://www.crn.com/news/data-center/5-boldest-statements-from-lenovo-data-center-group-president-kirk-skaugen-at-accelerate-2019>
- **Lenovo Looks Beyond the Data Center in Enterprise Push**
  - <https://www.eweek.com/pc-hardware/lenovo-looks-beyond-the-data-center-in-enterprise-push>
  - Lenovo to launch 'biggest edge to cloud' portfolio in its history  
<https://www.itworldcanada.com/slideshow/lenovo-to-launch-biggest-edge-to-cloud-portfolio-in-its-history>
  - Lenovo Puts An Edge On Infrastructure  
<https://www.nextplatform.com/2019/05/15/lenovo-puts-edge-infrastructure/>
- **Lenovo's Partner Transformation Effort Kicks Into High Gear**
  - <https://www.crn.com/news/mobility/lenovo-s-partner-transformation-effort-kicks-into-high-gear>
  - Lenovo Goes After 10,000 Accounts With New Partner-Centric March  
<https://www.crn.com/news/data-center/lenovo-goes-after-10-000-accounts-with-new-partner-centric-march>
  - Speed And Simplicity: 5 Ways Lenovo Is Accelerating Channel Growth  
<https://www.crn.com/news/data-center/speed-and-simplicity-5-ways-lenovo-is-accelerating-channel-growth>
  - 5 Ways Lenovo Data Center Group Global Channel Chief Nicole Roskill Is Making Life Better For Partners  
<https://www.crn.com/news/data-center/5-ways-lenovo-data-center-group-global-channel-chief-nicole-roskill-is-making-life-better-for-partners>
  - New Lenovo Communities Initiative Sends The Right Message To Partners  
<https://www.crn.com/news/mobility/new-lenovo-communities-initiative-sends-the-right-message-to-partners>
  - WATCH: Lenovo Data Center Group North America President Outlines Five Technologies Partners Need To Know At Accelerate  
<https://www.crn.com/news/data-center/video/watch-lenovo-data-center-group-north-america-president-outlines-five-technologies-partners-need-to-know-at-accelerate>

- Lenovo is leaning into its enterprise partnerships to grow its IoT business  
<https://www.businessinsider.com/how-lenovo-will-grow-its-iot-business-2019-5>
- Path To Platinum Incentives Lenovo Partners To Reach Higher Ground  
<https://www.crn.com/news/mobility/path-to-platinum-incentives-lenovo-partners-to-reach-higher-ground>
- **Rob Cato On Empowering Partners And How Lenovo Is Planning To 'Out-Hustle' The Competition**
  - <https://www.crn.com/news/data-center/rob-cato-on-empowering-partners-and-how-lenovo-is-planning-to-out-hustle-the-competition>
  - Lenovo's Kevin Hooper: Our Vision Is To Be The 'Most Trusted Data Center Partner In The Industry'  
<https://www.crn.com/slide-shows/data-center/lenovo-s-kevin-hooper-our-vision-is-to-be-the-most-trusted-data-center-partner-in-the-industry->
  - Lenovo Partners Reaping Benefits Of New Channel Charge  
<https://www.crn.com/news/data-center/lenovo-partners-reaping-benefits-of-new-channel-charge>
- **Trump declares national emergency over threats against US technology amid campaign against Huawei**
  - <https://www.cnbc.com/2019/05/15/trump-signs-executive-order-declaring-national-emergency-over-threats-against-us-technology.html>
  - Trump's Huawei ban escalates the US-China trade war into a tech Cold War  
<https://www.businessinsider.com/huawei-ban-trade-war-tech-cold-war-2019-5>
  - Trump Issues Long-Rumored Executive Order Targeting Chinese Telco Vendors  
<https://www.sdxcentral.com/articles/news/trump-issues-long-rumored-executive-order-targeting-chinese-telco-vendors/2019/05/>
  - Trump's Twin Attacks Against Huawei Leave U.S. Companies Reeling  
<https://www.bloomberg.com/news/articles/2019-05-17/trump-s-twin-volleys-against-huawei-have-u-s-companies-reeling>
  - US move against Huawei could slow the global rollout of 5G  
<https://www.cnn.com/2019/05/16/tech/huawei-us-5g-rollout/index.html>
- **U.S. Commerce Dept. bans Huawei, 70 affiliates from sourcing U.S. components**
  - <https://www.fiercewireless.com/5g/commerce-dept-adds-huawei-and-70-affiliates-to-telecom-ban-list>
  - U.S. Move To Isolate Huawei Sends Ripples Through Global Supply Chain  
<https://www.npr.org/2019/05/16/723983055/u-s-move-to-isolate-huawei-sends-ripples-through-global-supply-chain>
  - Huawei Ban Means the End of Global Tech  
<https://foreignpolicy.com/2019/05/17/huawei-ban-means-the-end-of-global-tech/>
  - Huawei Built At Least a Three-Month Stockpile Ahead of Trump Ban  
<https://www.bloomberg.com/news/articles/2019-05-17/huawei-built-at-least-a-three-month-stockpile-ahead-of-trump-ban>
- **Huawei 'prepared to sign no-spy agreement with UK government'**
  - <https://www.theguardian.com/technology/2019/may/14/huawei-founder-shut-down-china-eavesdrop>
  - Huawei willing to sign 'no-spy' agreements with governments: chairman  
<https://www.reuters.com/article/us-huawei-security-britain-chairman/huawei-willing-to-sign-no-spy-agreements-with-governments-chairman-idUSKCN1SK1HL>
- **Huawei launches database to target Oracle and diversify**
  - <https://www.crn.com.au/news/huawei-launches-database-to-target-oracle-and-diversify-525244>
  - Huawei challenges Oracle with new database management system  
<https://www.arnnet.com.au/article/661668/huawei-challenges-oracle-new-database-management-system/>
  - Huawei ramps up China cloud competition with database tool  
<https://technode.com/2019/05/13/briefing-huawei-ramps-up-china-cloud-competition-with-database-tool/>
  - Huawei Launches AI-Native Database  
<https://www.huawei.com/en/press-events/news/2019/5/huawei-launches-ai-native-database>

[Back to Top](#)

## Pure / NetApp / Nutanix

- **Nutanix Mine unearths backup and recovery as hyperconverged solution**
  - <https://siliconangle.com/2019/05/15/qa-nutanix-mine-unearths-backup-recovery-hyperconverged-solution-nextconf/>
  - Nutanix offers unified data backup and recovery, allies with AMD



- <https://www.networkworld.com/article/3394577/nutanix-offers-unified-data-backup-and-recovery-allies-with-amd.html>
- **HPE Positioning:** Nutanix Mine: Secondary Storage Announcement  
[https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive\\_library/Nutanix\\_Mine\\_announcement\\_resp.pdf](https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive_library/Nutanix_Mine_announcement_resp.pdf)
- **Nutanix extends Xi Frame multicloud solution from private to public cloud**
  - <https://www.devdiscourse.com/article/technology/523516-nutanix-extends-xi-frame-multicloud-solution-from-private-to-public-cloud>
  - Nutanix expands multi-cloud solution portfolio  
<https://www.crn.in/news/nutanix-expands-multi-cloud-solution-portfolio/>
  - **HPE Positioning:** Nutanix updates Xi Cloud Services  
[https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive\\_library/Nutanix\\_Xi\\_Cloud\\_NEXT2019\\_Competitive\\_Newsflash.pdf](https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive_library/Nutanix_Xi_Cloud_NEXT2019_Competitive_Newsflash.pdf)
- **Nutanix CEO Dheeraj Pandey On Beating VMware With 'Openness'**
  - <https://www.crn.com/slide-shows/storage/nutanix-ceo-dheeraj-pandey-on-beating-vmware-with-openness->
  - Nutanix CEO: We'd love to replace VMware as Switzerland  
<https://searchconvergedinfrastructure.techtarget.com/news/252463270/Nutanix-CEO-Wed-love-to-replace-VMware-as-Switzerland>
- **Nutanix CEO to Partners: 'Be Patient' as 'We Transform Ourselves'**
  - <https://www.channelfutures.com/business-models/nutanix-ceo-to-partners-be-patient-as-we-transform-ourselves>
  - As Nutanix Endures Growing Pains, Partners Remain Confident  
<https://www.channelfutures.com/business-models/as-nutanix-endures-growing-pains-partners-remain-confident>
- **Nutanix .NEXT – fire starting in the belly of the channel**
  - <https://diginomica.com/nutanix-next-fire-starting-belly-channel>
  - Nutanix .NEXT - the platform expands, but is the channel ready to fill the Bucket?  
<https://diginomica.com/nutanix-next-platform-expands-channel-ready-fill-bucket>
- **Humble and hungry, Nutanix doesn't fear an app-driven world**
  - <https://siliconangle.com/2019/05/15/qa-humble-hungry-nutanix-doesnt-fear-app-driven-world-nextconf/>
- **@Nutanix Lies, FUD, and lack of integrity about Scale Computing HC3**
  - <https://www.linkedin.com/pulse/nutanix-lies-fud-lack-integrity-scale-computing-hc3-alan-conboy>
- **Nutanix built success 'on great engineers'**
  - <https://blocksandfiles.com/2019/05/14/nutanix-10-exer-secret-sauce/>
- **How Lexipol migrated 100 VMs over the wire from VMware to Nutanix**
  - <https://www.computerweekly.com/news/252463214/How-Lexipol-migrated-100-VMs-over-the-wire-from-VMware-to-Nutanix>
- **Nakivo backup supports Nutanix AHV in latest update**
  - <https://searchdatabackup.techtarget.com/news/252463271/Nakivo-backup-supports-Nutanix-AHV-in-latest-update>
- **NetApp Unveils NetApp ONTAP 9.6, for Optimizing Data Protection**
  - <https://it.toolbox.com/blogs/technewsdesk/netapp-unveils-netapp-ontap-96-for-optimizing-data-protection-051319>
  - NetApp powers data-driven organizations to maximize value of their data  
<https://www.itnewsafrika.com/2019/05/netapp-powers-data-driven-organisations-to-maximise-value-of-their-data/>

## Other

- <https://www.nextplatform.com/2019/05/17/with-cray-deal-hpe-finally-enters-the-hpc-big-leagues/>
- HPE-Cray Deal Will Drive HPC Sales Through GreenLake, Partners Say  
<https://www.crn.com/news/data-center/hpe-cray-deal-will-drive-hpc-sales-through-greenlake-partners-say>
- HPE is acquiring supercomputing giant Cray  
<https://www.engadget.com/2019/05/17/hewlett-packard-enterprise-acquires-cray-1-3-billion/>
- HPE to Acquire Supercomputer Maker Cray, Take on IBM  
<https://www.tomshardware.com/news/hpe-acquires-buys-cray-acquisition-supercomputer.39364.html>

- HPE Acquiring Cray For \$1.3 Billion To Drive Supercomputing And AI  
<https://www.crn.com/news/data-center/hpe-acquiring-cray-for-1-3b-to-drive-supercomputing-and-ai>
- HPE to acquire Cray for \$1.3 Billion  
<https://www.anandtech.com/show/14358/hewlett-packard-enterprise-to-acquire-cray-for-13-billion>
- **HPE Sales Briefcase: Cray Inc. Acquisition**  
<https://hpe.seismic.com/Link/Content/DC3zez38iaXE2aAzMpByw6Tg>
- **Nvidia Q1 2020: Revenue, Earnings Down As Gaming, Data Center Business ‘Pauses’**
  - <https://www.crn.com/news/data-center/nvidia-q1-2020-revenue-earnings-down-as-gaming-data-center-business-pauses->
  - Opinion: Nvidia tells the truth, and tempers a potential rally for chip stocks  
<https://www.marketwatch.com/story/nvidia-tells-the-truth-and-tempers-a-potential-rally-for-chip-stocks-2019-05-16>
  - Nvidia keeping mum on outlook for year as datacenter slows  
[https://www.theregister.co.uk/2019/05/17/nvidia\\_ditches\\_full\\_year\\_targets/](https://www.theregister.co.uk/2019/05/17/nvidia_ditches_full_year_targets/)
- **Mark Hurd: As Companies Move To Cloud To Shed ‘Technical Debt,’ Expect Industry Consolidation**
  - <https://www.forbes.com/sites/oracle/2019/05/13/mark-hurd-as-companies-move-to-cloud-to-shed-technical-debt-expect-industry-consolidation/#13288e253882>
- **Oracle Malaysia’s new cloud solution hub opens 150 new jobs**
  - <https://datacenternews.asia/story/oracle-malaysia-s-new-cloud-solution-hub-opens-150-new-jobs>
- **SaaS, cloud booms for Oracle**
  - <https://www.businesstoday.in/technology/news/saas-on-the-cloud-booms-for-oracle/story/346363.html>
- **Alibaba Cloud lures Oracle clients with cloud-based database products**
  - <https://kr-asia.com/alibaba-cloud-lures-oracle-customers-with-cloud-based-database-products>
- **The Cloudy Future Of SAP HANA**
  - <https://www.nextplatform.com/2019/05/13/the-cloudy-future-of-sap-hana/>
- **Cloud, enterprise tech decisively exits the zero-sum era and enters a lovefest**
  - <https://www.zdnet.com/article/cloud-enterprise-tech-decisively-exits-the-zero-sum-era-and-enters-a-lovefest/>
- **Extreme Networks’ Approach to Autonomous Networking Is Elemental**
  - <https://www.eweek.com/networking/extreme-networks-approach-to-autonomous-networking-is-elemental>
- **Storage, Memory And Foundry News**
  - <https://www.forbes.com/sites/tomcoughlin/2019/05/16/storage-memory-and-foundry-news/#3607bb93b979>
- **Mellanox spread bets on high performance storage startups**
  - <https://blocksandfiles.com/2019/05/16/mellanox-invests-excelero/>
  - WekaIO raises \$31.7 million to develop file systems optimized for AI and technical workloads  
<https://venturebeat.com/2019/05/13/wekaio-raises-31-7-million-to-develop-file-systems-optimized-for-ai-and-technical-workloads/>
  - WekaIO wins tech industry backing in \$31.7m round, bags Mellanox as customer  
<https://blocksandfiles.com/2019/05/14/wekaio-c-funding-mellanox-customer/>
  - After this, there is no turning back: Funds flood in for Matrix-maker WekaIO  
[https://www.theregister.co.uk/2019/05/14/wekaio\\_funding/](https://www.theregister.co.uk/2019/05/14/wekaio_funding/)
- **Storage execs come and go at Actifio, Cohesity and Commvault**
  - <https://blocksandfiles.com/2019/05/15/storage-execs-come-and-storage-execs-go-at-actifio-cohesity-and-commvault/>
- **Infinidat sidesteps Epic all-flash fail**
  - <https://blocksandfiles.com/2019/05/14/infinidat-software-defined-all-flash-array-inside-infinibox/>
- **Infinidat: Storage costs soar in the multi-petabyte era. Let’s fix this**
  - <https://blocksandfiles.com/2019/05/13/infinidat-exabyte-class-storage-cluster-future/>
- **Your occasional storage digest, featuring Micron, SK Hynix, Swiftstack and Dropbox**
  - <https://blocksandfiles.com/2019/05/13/storage-digest-micron-skhynix-swiftstack-dropbox/>
- **5 predictive storage analytics features you'll want to watch for**

- <https://searchstorage.techtarget.com/feature/5-predictive-storage-analytics-features-youll-want-to-watch-for>
- **QNAP QES 2.1.0 Now Available**
  - [https://www.storagereview.com/qnap\\_qes\\_210\\_now\\_available](https://www.storagereview.com/qnap_qes_210_now_available)
- **Datrium goes multi-cloud upstacking with Automatrix, new name for HCI platform DVX**
  - [https://www.theregister.co.uk/2019/05/16/datrium\\_automatrix/](https://www.theregister.co.uk/2019/05/16/datrium_automatrix/)
- **Arcserve unveils new unified data protection solution**
  - <https://it-online.co.za/2019/05/16/arcserve-unveils-new-unified-data-protection-solution/>
- **Earnings announcements:**
  - Pure Storage Q1 FY20 – May 21
  - NetApp 4Q FY19 – May 22
  - Dell Technologies Q1 FY20 – May 30
  - VMware Q1 FY20 – May 30
  - Nutanix Q3 FY 19 – May 30
- **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**