

HPE Competitive News Summary – March 6, 2020

Cisco

Dell EMC

IBM

Lenovo,
Huawei

Pure, NetApp,
Nutanix

Other

Seismic

Prev. editions

Important note: The HPE Competitive Weekly has migrated to the Seismic NewsCenter on the “Competitive Intelligence” Channel as the primary delivery mechanism. Visit hpe.seismic.com to read the “HPE Competitive Weekly” news summary in the Seismic NewsCenter, Competitive Intelligence Channel.

Cisco

- **Microsoft and Cisco simplify data management of IoT networks**
 - <https://futureiot.tech/microsoft-and-cisco-simplify-data-management-of-iot-networks/>
 - Microsoft Azure, Cisco team up to simplify IoT deployments
<https://www.zdnet.com/article/microsoft-azure-cisco-team-up-to-simplify-iot-deployments/>
 - Microsoft, Cisco Integrate Their Cloud and IoT Services
<https://rcpmag.com/articles/2020/03/03/microsoft-cisco-integrate-iot.aspx>
 - Azure IoT introduces seamless integration with Cisco IoT
<https://www.theinternetofallthings.com/azure-iot-introduces-seamless-integration-with-cisco-iot/>
 - Microsoft to integrate Azure IoT with Cisco IoT
<https://msdynamicsworld.com/story/microsoft-integrate-azure-iot-cisco-iot>
 - Cisco and Microsoft partner on cloud IoT stuff
<https://telecoms.com/502899/cisco-and-microsoft-partner-on-cloud-iot-stuff/>
- **Cisco to invest at least \$1M in Philippines for connectivity, cybersecurity**
 - <https://www.gmanetwork.com/news/money/companies/728303/cisco-to-invest-at-least-1m-in-philippines-for-connectivity-cybersecurity/story/>
- **Reviving The Fortune Of Its Security Business Will Be Key To Cisco's Revenue Growth**
 - <https://www.forbes.com/sites/greatspeculations/2020/03/04/reviving-the-fortune-of-its-security-business-will-be-key-to-ciscos-revenue-growth/>
- **Cisco working on fix for Kr00k Wi-Fi flaw**
 - <https://www.itproportal.com/news/cisco-working-on-fix-for-kr00k-wi-fi-flaw/>
- **Cisco Expands Offers to Small Businesses**
 - <https://www.channelfutures.com/channel-programs/cisco-expands-offers-to-small-businesses>
- **‘Service providers will be one of the important channels for Cisco in this decade’**
 - <https://www.crn.in/news/service-providers-will-be-one-of-the-important-channels-for-cisco-in-this-decade/>
- **Cisco: Avoid coronavirus, stay home, use Webex**
 - <https://arstechnica.com/information-technology/2020/03/cisco-pitches-in-to-coronavirus-relief-efforts-by-offering-free-webex/>
- **Cisco exec David Goeckeler appointed CEO of Western Digital**
 - <https://www.zdnet.com/article/cisco-exec-david-goeckeler-appointed-ceo-of-western-digital/>
 - Cisco's David Goeckeler Named Western Digital CEO; Todd Nightingale To Lead Cisco Enterprise Networking
<https://www.crn.com/news/networking/cisco-s-david-goeckeler-named-western-digital-ceo-todd-nightingale-to-lead-cisco-enterprise-networking>
 - Western Digital hires Cisco exec as new CEO
<https://blocksandfiles.com/2020/03/06/western-digital-new-ceo-david-goeckeler/>
 - Western Digital hands chief exec seat to boss of Cisco's networking and security biz
https://www.theregister.co.uk/2020/03/06/wd_new_ceo_david_goeckeler/
- **Cisco plans round of layoffs amid revenue pressures**
 - <https://siliconangle.com/2020/02/28/cisco-plans-round-layoffs-amid-revenue-pressure/>
 - Cisco plans sackings as global economy wobbles
<https://www.crn.com.au/news/cisco-plans-sackings-as-global-economy-wobbles-538764>

Dell EMC / VMware / Pivotal

- **Dell's server business feels the heat from Coronavirus**
 - <https://www.crn.com.au/news/dells-server-business-feels-the-heat-from-coronavirus-538765>
 - Dell Technologies And VMware: What Drove The Big Sell-Off Post Earnings
<https://seekingalpha.com/article/4328691-dell-technologies-and-vmware-what-drove-big-sell-off-post-earnings>
 - Ding dong Dell, servers in the well. Who pulled them out? Little PC stout
https://www.theregister.co.uk/2020/02/28/dells_server_sales_slump_yet_again/
 - Dell Reports Record Revenue, but Outlook Raises Flags
<https://www.enterpriseai.news/2020/03/02/dell-record-revenue-but-outlook-raises-flags/>
- **Dell merges server and storage sales teams to combat enterprise slowdown**
 - <https://blocksandfiles.com/2020/02/28/dell-combines-server-and-storage-sales-teams/>
- **Dell EMC midrange storage launch put on hold**
 - <https://searchstorage.techtarget.com/news/252479491/Dell-EMC-midrange-storage-launch-put-on-hold>
- **Dell Technologies shares 5 secrets for CIOs to harness HCI technology**
 - <https://www.crn.in/news/dell-technologies-shares-5-secrets-for-cios-to-harness-hci-technology/>
- **Servers form the bedrock of modern data centre, says Rurdramuni B, Vice-President & India R&D Head, Dell Technologies**
 - <https://www.financialexpress.com/industry/technology/interview-servers-form-the-bedrock-of-modern-data-centre-says-rurdramuni-b-vice-president-india-rd-head-dell-technologies/1885723/>
- **VMware Suffers Operational Indigestion**
 - <https://www.sdxcentral.com/articles/news/vmware-suffers-operational-indigestion/2020/02/>
- **MobiledgeX, VMware Collaborate to Enable CSPs to Push Services and Applications to the Edge**
 - <https://www.thefastmode.com/technology-solutions/16577-mobiledgex-vmware-collaborate-to-enable-csps-to-push-services-and-applications-to-the-edge>
- **VMware cuts the ribbon on Partner Connect**
 - <https://www.computerweekly.com/microscope/news/252479469/VMware-cut6s-the-ribbon-on-Partner-Connect>
 - VMware Rolls Out New Partner Program
<https://www.channelnomics.com/2020/03/02/vmware-rolls-out-new-partner-program/>
- **VMware's plan for intrinsic cloud security**
 - <https://itbrief.com.au/story/vmware-s-plan-for-intrinsic-cloud-security>
- **Netia adds VMware virtual data centre management to cloud platform**
 - <https://www.telecompaper.com/news/netia-addsvmware-virtual-data-centre-management-platform-to-cloud-platform--1329064>

IBM

- **Slow start, but IBM's Watson AI more relevant now than ever**
 - <https://www.moneycontrol.com/news/technology/slow-start-but-ibms-watson-ai-more-relevant-now-than-ever-4999681.html>
- **IBM focuses on channel opportunities after Red Hat buyout**
 - <https://www.reseller.co.nz/article/671519/ibm-focuses-channel-opportunities-after-red-hat-buyout/>
- **IBM's Public Cloud Is Secure Enough for Crypto Custodians**
 - <https://finance.yahoo.com/news/ibm-public-cloud-secure-enough-130000593.html>
- **IBM's Recovery Becoming Cloudier**
 - <https://www.forbes.com/sites/jonmarkman/2020/02/28/ibms-recovery-becoming-cloudier/>
- **Infosys and IBM Collaborate to Help Businesses Accelerate Digital Transformation With IBM Public Cloud**
 - <https://finance.yahoo.com/news/infosys-ibm-collaborate-help-businesses-170000214.html>
 - Infosys and IBM Collaborate to Help Businesses Accelerate Digital Transformation with IBM Public Cloud
<https://newsroom.ibm.com/2020-03-02-Infosys-and-IBM-Collaborate-to-Help-Businesses-Accelerate-Digital-Transformation-with-IBM-Public-Cloud>

- **Big Blue Raises IBM i Software Maintenance Fees Modestly**
 - <https://www.itjungle.com/2020/03/02/big-blue-raises-ibm-i-software-maintenance-fees-modestly/>
- **Inside the transition of power at IBM**
 - <https://techhq.com/2020/03/inside-the-transition-of-power-at-ibm/>
- **IBM: A Better Container For The Global Trade Economy**
 - <https://www.forbes.com/sites/ibm/2020/03/03/a-better-container-for-the-global-trade-economy/>
- **Our 'solution is killing us in a number of areas' IBM said about doomed £175m Co-Op Insurance project**
 - https://www.theregister.co.uk/2020/03/02/ibm_co_op_insurance_project_cobalt_trial/
 - IBM exec told that High Court evidence in Co-Op Insurance case wasn't 'truth, whole truth, and nothing but the truth'
 - https://www.theregister.co.uk/2020/03/03/co_op_insurance_ibm_graham_perrott_testimony/
- **C3.ai Lands IBM Partnership and More Customers for its Artificial Intelligence and IoT Platform**
 - <https://www.zdnet.com/article/c3-ai-lands-ibm-partnership-and-more-customers-for-its-artificial-intelligence-and-iot-platform/>
- **IBM stops all domestic travel for internal meetings due to coronavirus**
 - <https://www.theverge.com/2020/3/4/21165449/ibm-coronavirus-suspending-domestic-international-travel>

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Lenovo / Huawei

- **Lenovo Looks to Automate Edge Computing**
 - <https://devops.com/lenovo-looks-to-automate-edge-computing/>
- **StorageReview Podcast #36: Russell Resnick, Lenovo**
 - <https://www.storagereview.com/podcast/storagereview-podcast-36-russell-resnick-lenovo>
- **Huawei strengthens enterprise offerings with focus on emerging technologies**
 - <https://www.intelligentcio.com/eu/2020/03/04/huawei-strengthens-enterprise-offerings-with-focus-on-emerging-technologies/>
- **Huawei Makes End-Run Around U.S. Ban by Using Its Own Chips**
 - <https://www.bloomberg.com/news/articles/2020-03-02/huawei-makes-end-run-around-u-s-ban-by-turning-to-its-own-chips>
- **Huawei's solution for streamlining data centre construction**
 - <https://datacenternews.us/story/huawei-s-solution-for-streamlining-data-centre-construction>
- **Newly obtained documents show Huawei role in shipping prohibited U.S. gear to Iran**
 - <https://www.reuters.com/article/us-huawei-iran-sanctions-exclusive/exclusive-newly-obtained-documents-show-huawei-role-in-shipping-prohibited-us-gear-to-iran-idUSKBN20P1VA>

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Pure / NetApp / Nutanix

- **Pure Storage refreshes FlashArray//X**
 - <https://www.crn.com.au/news/pure-storage-refreshes-flasharray-x-538766>
 - Pure Storage FlashArray//X goes pure NVMe
 - <https://searchstorage.techtarget.com/news/252479355/Pure-Storage-FlashArray-X-goes-pure-NVMe>
 - **HPE Positioning: Pure Upgrades FlashArray processors, calls it //X R3**
 - https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive_library/Pure_FlashArray_XR3.pdf
- **Sticking With Both The Pure And The Storage Strategy**
 - <https://www.nextplatform.com/2020/02/28/sticking-with-both-the-pure-and-the-storage-strategy/>
- **Pure Storage layoffs signal turbulence in IT market**
 - <https://searchstorage.techtarget.com/news/252479537/Pure-Storage-layoffs-signal-turbulence-in-IT-market>
 - Pure Storage lays off staffers
 - <https://blocksandfiles.com/2020/03/02/pure-storage-has-laid-off-staff/>
- **Q&A with Pure Storage's Patrick Smith**
 - <https://www.verdict.co.uk/patrick-smith-pure-storage-emea-cto/>

- **QLC vs. TLC NAND: Which is best for your storage needs?**
 - <https://searchstorage.techtarget.com/tip/QLC-vs-TLC-NAND-Which-is-best-for-your-storage-needs>
- **Nutanix Helps EMEA SMBs Manage Infrastructure, Ensure Business Continuity and Cope with Explosion in Data Volumes**
 - <https://www.realwire.com/releases/Nutanix-Helps-EMEA-SMBs-Manage-Infrastructure>
- **Node Failure Comparison – Nutanix vs VMware vSAN**
 - <http://www.joshodgers.com/2020/03/05/node-failure-comparison-nutanix-vs-vmware-vsan/>
- **Nutanix appoints new VP for Systems in EMEA**
 - <https://www.commsmea.com/21501-nutanix-appoints-new-vp-for-systems-in-emea>

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Other

- **Report: More Than 1,000 Oracle Layoffs Likely To Hit Europe**
 - <https://www.crn.com/news/cloud/report-more-than-1-000-oracle-layoffs-likely-to-hit-europe>
 - Oracle cutting 1,300 jobs in Europe
<https://seekingalpha.com/news/3548604-oracle-cutting-1300-jobs-in-europe>
 - Oracle to sack over a thousand staff in Europe
<https://www.datacenterdynamics.com/en/news/report-oracle-sack-over-thousand-staff-europe/>
 - Oracle staffers in Europe weather cloudy job cuts: As many as 1,300 workers face chop after sales slide
https://www.theregister.co.uk/2020/03/05/oracle_europe_job_cuts/
- **Ampere Targets Intel, AMD With Cloud-First Chips, Oracle Partnership**
 - <https://www.sdxcentral.com/articles/news/ampere-targets-intel-amd-with-cloud-first-chips-oracle-partnership/2020/03/>
- **Workday CEO Hammers Oracle and SAP over Shortcomings in Fortune 500**
 - <https://cloudwars.co/workday-hammers-oracle-sap-over-shortcomings-fortune-500/>
- **Coronavirus postpones Oracle OpenWorld Asia in Singapore**
 - <https://www.arnnet.com.au/article/671505/coronavirus-postpones-oracle-openworld-asia-singapore/>
- **Surprise! AWS Leads In 'Cloud AI Services' Ranking**
 - <https://www.forbes.com/sites/moorinsights/2020/03/04/surprise-aws-leads-in-cloud-ai-services-ranking/>
 - Gartner vision quest sees Microsoft, Google and IBM nipping at Amazon Web Services' heels in cloud AI
https://www.theregister.co.uk/2020/03/04/aws_ai_rivals/
 - Who's winning in the multicloud world? Actually, it's still a wide-open race
<https://siliconangle.com/2020/02/28/whos-winning-multicloud-world-actually-still-wide-open-race/>
- **AWS Plans to Double Size of Sales Team as Microsoft Looms**
 - <https://www.theinformation.com/articles/aws-plans-to-double-size-of-sales-team-as-microsoft-looms>
- **Google Cloud Careens Into Mobile Operator Landscape**
 - <https://www.sdxcentral.com/articles/news/google-cloud-careens-into-mobile-operator-landscape/2020/03/>
- **Google sweetens return of K8s cluster management fees with new SLA, Anthos exclusion – and customers aren't pleased**
 - https://www.theregister.co.uk/2020/03/05/google_reintroduces_management_fee_for_kubernetes_clusters/
- **Google Cloud Next Conference Goes Virtual Over Coronavirus Fears**
 - <https://www.crn.com/news/cloud/google-cloud-next-conference-goes-virtual-over-coronavirus-fears>
 - Transforming Next '20 into Google Cloud Next '20: Digital Connect on April 6-8, 2020
<https://cloud.google.com/blog/topics/google-cloud-next/join-us-forgoogle-cloud-next20-digital-connect>
 - Google says its cloud conference will only be held virtually as coronavirus spreads
<https://www.cnn.com/2020/03/02/google-says-cloud-next-will-be-held-virtually-as-coronavirus-spreads.html>
- **Nvidia Shifts GTC To Digital Event Due To Coronavirus**
 - <https://www.crn.com/news/components-peripherals/nvidia-shifts-gtc-to-digital-event-due-to-coronavirus>

- Coronavirus takes out another convention: GTC 2020 (moved online)
<https://www.slashgear.com/coronavirus-takes-out-another-convention-gtc-2020-moved-online-02611786/>
 - NVIDIA Shifts GTC San Jose to Online Event Due to Coronavirus
<https://blogs.nvidia.com/blog/2020/03/02/gtc-san-jose-online-event/>
- **Nvidia secures SwiftStack object storage – buying the company**
 - <https://blocksandfiles.com/2020/03/05/nvidia-acquires-swiftstack/>
 - Nvidia scoops up object storage startup SwiftStack
<https://searchstorage.techtarget.com/news/252479630/Nvidia-scoops-up-object-storage-startup-SwiftStack>
- **Honeywell claims to have created the most powerful quantum computer to date**
 - <https://www.neowin.net/news/honeywell-claims-to-have-created-the-most-powerful-quantum-computer-to-date>
 - Honeywell to Launch Powerful Quantum Computer This Year
<https://www.fool.com/investing/2020/03/04/honeywell-to-launch-powerful-quantum-computer-this.aspx>
 - Honeywell is rolling out a supercomputer to take on Google and IBM
<https://www.cnn.com/2020/03/04/tech/honeywell-quantum-computer/index.html>
- **Supermicro Announces Pole Server**
 - <https://www.storagereview.com/news/supermicro-announces-pole-server>
 - Supermicro announces Pole-mounted Ruggedized Servers for AI on the Edge
<https://insidehpc.com/2020/03/supermicro-announces-pole-mounted-ruggedized-servers-for-ai-on-the-edge/>
 - Supermicro plants a flag at the Edge
<https://www.nextplatform.com/2020/03/05/supermicro-plants-a-flag-at-the-edge/>
- **Hybrid Cloud Adoption Trends Boost Switch Revenues Up By 14% In 2019 To \$462m**
 - <https://data-economy.com/hybrid-cloud-adoption-trends-boost-switch-revenues-up-by-14-in-2019-to-462m/>
- **Storage And Compute For Data Centers & The Edge**
 - <https://www.forbes.com/sites/tomcoughlin/2020/03/03/storage-and-compute-for-data-centers--the-edge/>
- **Bulking Up The File System For A World Of Clouds And Edges**
 - <https://www.nextplatform.com/2020/03/05/bulking-up-the-file-system-for-a-world-of-clouds-and-edges/>
- **Ransomware protection is killer app for Datrium DRaaS**
 - <https://blocksandfiles.com/2020/02/29/datrium-draas-ransomware-protection/>
- **Nexsan turbo-charges the BEAST array with QLC flash**
 - <https://blocksandfiles.com/2020/03/03/nexsan-beast-elite-storage-array/>
- **StorONE buys Storage Switzerland**
 - <https://blocksandfiles.com/2020/03/03/storone-buys-storage-switzerland/>
- **Your occasional storage digest, featuring Supermicro going to the poles, Kioxia flash provisioning and more**
 - <https://blocksandfiles.com/2020/03/02/enterprise-storage-digest-supermicro-kioxia/>
- **These companies will be kings in the cybersecurity industry as consolidation takes hold**
 - <https://www.marketwatch.com/story/these-companies-will-be-kings-in-the-cybersecurity-industry-as-consolidation-takes-hold-2020-03-05>
- **CEO Antonio Neri On Why HPE ‘Outperformed’ Dell, Cisco**
 - <https://www.crn.com/slide-shows/cloud/ceo-antonio-neri-on-why-hpe-outperformed-dell-cisco>
- **HCI market grows as storage, servers shrink**
 - <https://searchconvergedinfrastructure.techtarget.com/news/252479619/HCI-market-grows-as-storage-servers-shrink>
- **HPE storage sales remain flat despite adding SimpliVity HCI to the numbers**
 - <https://blocksandfiles.com/2020/03/04/hpe-storage-q1fy2020-earnings/>
- **Earnings announcements:**
 - IBM 1Q 2020 - 20 Apr 2020

- **HPE Competitive Intelligence published several new deliverables in the past week, and these are available here:** hpe.seismic.com in the “Competitive Intelligence” tile (internal portal)