

## HPE Competitive News Summary – February 28, 2020

Cisco

Dell EMC

IBM

Lenovo,  
Huawei

Pure,NetApp,  
Nutanix

Other

Seismic

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**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](http://hpe.seismic.com) to read the “HPE Competitive Weekly” news summary in the Seismic NewsCenter, Competitive Intelligence Channel.

### Cisco

- **Cisco rolls out new cloud software and hardware for mobile networks**
  - <https://www.zdnet.com/article/cisco-rolls-out-new-cloud-software-and-hardware-for-mobile-networks/>
- **Cisco goes to the cloud with broad enterprise security service**
  - <https://www.networkworld.com/article/3528929/cisco-goes-to-the-cloud-with-broad-enterprise-security-service.html>
  - Cisco: What do CISOs really need? A good night's sleep!  
<https://www.gigabitmagine.com/video/cisco-what-do-cisos-really-need-good-nights-sleep>
  - SecureX gon give it to ya: Cisco muscles into the integrated security game  
[https://www.theregister.co.uk/2020/02/26/cisco\\_rolls\\_out\\_securex/](https://www.theregister.co.uk/2020/02/26/cisco_rolls_out_securex/)
  - Cisco Simplifies Security and Tackles Complexity with New Cloud-Native Platform, SecureX  
<https://www.crn.in/news/cisco-simplifies-security-and-tackles-complexity-with-new-cloud-native-platform-securex/>
  - Cisco unveils SecureX cloud platform for improved security visibility  
<https://www.zdnet.com/article/cisco-unveils-securex-cloud-platform-for-improved-security-visibility/>
  - Cisco goes all-in on security integration with SecureX platform  
<https://www.computerweekly.com/news/252479013/Cisco-goes-all-in-on-security-integration-with-SecureX-platform>
- **Cisco security warnings include firewall holes, Nexus software weaknesses**
  - <https://www.networkworld.com/article/3529383/cisco-security-warnings-include-firewall-holes-nexus-software-weaknesses.html>
- **Cisco SD-WAN Accelerates Toward FedRAMP Authorization**
  - <https://www.sdxcentral.com/articles/news/cisco-sd-wan-accelerates-toward-fedramp-authorization/2020/02/>
- **Cisco expands its footprint in Bangladesh**
  - <https://www.dhakatribune.com/business/2020/02/26/cisco-expands-its-footprint-in-bangladesh>
- **Cisco Live Melbourne cancelled as virus strikes**
  - <https://www.avinteractive.com/news/business/cisco-live-australian-event-cancelled-virus-fears-26-02-2020/>
- **Cisco Layoffs Planned In Wake Of Global Economic Uncertainty In 2020**
  - <https://www.crn.com/news/networking/cisco-layoffs-planned-in-wake-of-global-economic-uncertainty-in-2020>
  - Cisco back at the layoffs as revenues shrink  
[https://www.theregister.co.uk/2020/02/28/cisco\\_new\\_round\\_of\\_layoffs/](https://www.theregister.co.uk/2020/02/28/cisco_new_round_of_layoffs/)
- **Cisco Worker Trades on Inside Intel, Turns Himself In Days Later**
  - <https://news.bloomberglaw.com/securities-law/cisco-worker-trades-on-inside-intel-turns-himself-in-days-later>
  - Cisco Worker Trades on Inside Intel, Then Rats Himself Out to the SEC  
<https://www.bloomberg.com/news/articles/2020-02-24/cisco-worker-trades-on-inside-intel-rats-himself-out-days-later>

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### Dell EMC / VMware / Pivotal

- **Dell Server Segment Takes Sales Hit; Firm Expects 'Softer' Sales Due To Coronavirus**
  - ISG down -11%, Servers and Networking Down -19%, Storage down -3%  
<https://www.crn.com/news/data-center/dell-server-segment-takes-double-digit-sales-hit-firm-expects-softer-sales-due-to-coronavirus>

- Dell Technologies Q4 mixed amid strong commercial PC sales, but soft server market  
<https://www.zdnet.com/article/dell-technologies-q4-mixed-amid-strong-commercial-pc-sales-but-soft-server-market/>
- Dell narrowly beats revenue forecast, but enterprise business continues to struggle  
<https://siliconangle.com/2020/02/27/dell-narrowly-beats-revenue-forecast-enterprise-business-continues-struggle/>
- Dell earnings just short of Street projections  
<https://www.msn.com/en-us/money/companies/dell-earnings-just-short-of-street-projections/ar-BB10uCVT>
- Dell punts on coronavirus impact, but confirms CPU shortages still exist  
<https://www.pcworld.com/article/3529969/dell-q4-2019-earnings-call-punts-on-coronavirus-impact-but-confirms-cpu-shortages-still-exist.html>
- Dell Technologies Reports Fiscal Year 2020 Fourth Quarter and Full Year Financial Results  
<https://investors.delltechnologies.com/news-releases/news-release-details/dell-technologies-reports-fiscal-year-2020-fourth-quarter-and>
- Dell Technologies 4Q FY20 Earnings Presentation  
<https://investors.delltechnologies.com/static-files/0595fbdd-7e35-405b-8e44-599dd8afccb7>
- **Dell merges server and storage sales teams to combat enterprise slowdown**
  - “30,000 server customers a quarter and less than half buy our storage”  
<https://blocksandfiles.com/2020/02/28/dell-combines-server-and-storage-sales-teams/>
- **Dell's Stock Price Hits Historic Low**
  - <https://www.crn.com/news/data-center/dell-s-stock-price-hits-historic-low>
- **New Dell hybrid cloud pricing offers VxRail by subscription**
  - <https://searchcloudcomputing.techtarget.com/news/252479158/New-Dell-hybrid-cloud-pricing-offers-VxRail-by-subscription>
  - More Advancements Added To Dell Technologies Cloud  
[https://www.storagereview.com/more\\_advancements\\_added\\_to\\_dell\\_technologies\\_cloud](https://www.storagereview.com/more_advancements_added_to_dell_technologies_cloud)
  - Dell debuts subscription model for hybrid cloud deployments on VxRail  
<https://siliconangle.com/2020/02/25/dell-debuts-subscription-model-hybrid-cloud-deployments-vxrail/>
  - Dell offers hybrid cloud subscriptions  
<https://www.lightreading.com/cloud-native-nfv/dell-offers-hybrid-cloud-subscriptions/d/d-id/757724>
  - Dell rolls out new subscription model for hybrid cloud deployments  
<https://www.zdnet.com/article/dell-rolls-out-new-subscription-model-for-hybrid-cloud-deployments/>
  - **HPE Positioning: Dell announces subscription for VCF+VxRail for Hybrid Cloud**  
[https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive\\_library/Dell\\_NewSubscriptionModel\\_Announcement.pdf](https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive_library/Dell_NewSubscriptionModel_Announcement.pdf)
- **RSA Live: Dell and RSA Leaders on AI Impact**
  - <https://www.meritalk.com/articles/rsa-live-dell-and-rsa-leaders-on-ai-impact/>
  - Real-time Analytics News Roundup for Week Ending February 21  
<https://www.rtinsights.com/real-time-analytics-news-roundup-for-week-ending-february-21/>
- **RSA sale spells a new chapter for Dell**
  - <https://www.itpro.co.uk/business/business-strategy/354834/rsa-sale-spells-a-new-chapter-for-dell>
- **Jason Ward appointed to lead Dell Technologies in Ireland**
  - <https://www.irishtimes.com/business/technology/jason-ward-appointed-to-lead-dell-technologies-in-ireland-1.4185582>
- **StorageReview Podcast #35: Ravi Pendekanti, Dell Technologies**
  - [https://www.storagereview.com/storagereview\\_podcast\\_35\\_ravi\\_pendekanti\\_dell\\_technologies](https://www.storagereview.com/storagereview_podcast_35_ravi_pendekanti_dell_technologies)
- **VMware earnings fall short partly from missing late-quarter deals**
  - <https://siliconangle.com/2020/02/27/vmware-earnings-fall-short-partly-missing-late-quarter-deals/>
  - VMware Stock Falls After Disappointing Earnings and Guidance  
<https://www.barrons.com/articles/vmware-stock-falls-after-disappointing-earnings-and-guidance-51582840837>
  - VMware' adjusted profit falls short of targets  
<https://www.marketwatch.com/story/vmware-adjusted-profit-falls-short-of-targets-2020-02-27>
  - VMware Reports Mixed Q4 Earnings

- <https://www.benzinga.com/news/earnings/20/02/15434809/vmware-reports-mixed-q4-earnings>
  - VMware exceeds \$10B in sales in FY 2020
  - <https://www.zdnet.com/article/vmware-exceeds-10b-in-sales-in-fy-2020/>
  - VMware Reports Fourth Quarter and Fiscal Year 2020 Results
  - <https://www.businesswire.com/news/home/20200227005962/en/VMware-Reports-Fourth-Quarter-Fiscal-Year-2020>
- **VMware Details its Tanzu/Kubernetes Strategy after Pivotal Merger**
  - <https://www.infoq.com/news/2020/02/vmware-pivotal-tanzu-merger/>
  - VMware Tanzu Launch Event, March 10:
  - [https://www.vmware.com/app-modernization.html?src=so\\_5e41b443064ab&cid=7012H0000021TKm](https://www.vmware.com/app-modernization.html?src=so_5e41b443064ab&cid=7012H0000021TKm)
- **Sanjay Poonen Talks VMware's Multi-Billion-Dollar Security Strategy**
  - <https://www.sdxcentral.com/articles/news/sanjay-poonen-talks-vmwares-multi-billion-dollar-security-strategy/2020/02/>
  - VMware amps up its cloud and data-center security
  - <https://www.networkworld.com/article/3529369/vmware-amps-up-its-cloud-and-data-center-security.html>
- **VMware takes a bow for telco cloud automation and orchestration**
  - <https://www.fiercetelecom.com/telecom/vmware-takes-a-bow-for-telco-cloud-automation-and-orchestration>
  - VMware releases Telco Cloud Automation platform, integrates with MobileEdgeX, Mavenir
  - <https://www.telecompaper.com/news/vmware-releases-telco-cloud-automation-platform-integrates-with-mobileedge-mavenir--1328194>
- **VMware and Deutsche Telekom develop vRAN solution**
  - <https://www.capacitymedia.com/articles/3824988/vmware-and-deutsche-telekom-develop-vran-solution>
- **Why VMware Bought the Network Monitoring Startup Nyansa**
  - <https://www.datacenterknowledge.com/vmware/why-vmware-bought-network-monitoring-startup-nyansa>
- **VMware rejigs leadership team in EMEA**
  - <https://www.itweb.co.za/content/KzQenMjV24RMZd2r>
- **VMware Adds Extra Security Layer to Cloud Foundation**
  - <https://www.sdxcentral.com/articles/news/vmware-adds-extra-security-layer-to-cloud-foundation/2020/02/>

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## IBM

- **New Leaders With the Right Experience Will Revitalize IBM Stock**
  - <https://investorplace.com/2020/02/new-leaders-with-the-right-experience-will-revitalize-ibm-stock/>
- **Cramer's lightning round: IBM is going heavily into the cloud**
  - <https://www.cnbc.com/2020/02/24/cramers-lightning-round-ibm-is-going-heavily-into-the-cloud.html>
- **IBM Watson: how AI is transforming the supply chain**
  - <https://www.supplychaindigital.com/technology/ibm-watson-how-ai-transforming-supply-chain>
- **Is that Bullet for Me? Redundo clock is ticking for UK staff at both divisions of IBM's Services arm**
  - [https://www.theregister.co.uk/2020/02/27/ibm\\_redundancies\\_gts/](https://www.theregister.co.uk/2020/02/27/ibm_redundancies_gts/)
- **Skytap Launches Azure Migration Service for IBM-Based Apps**
  - <https://rcpmag.com/articles/2020/02/27/skytap-azure-migration-service.aspx>
- **Executive Q&A: Stephen Leonard, GM of IBM's Cognitive Systems**
  - <https://www.eweek.com/it-management/executive-q-a-stephen-leonard-gm-of-ibm-s-cognitive-systems>
- **IBM seeks developers to tackle climate change with open source technology innovations**
  - <https://www.computerweekly.com/news/252479252/IBM-seeks-developers-to-tackle-climate-change-with-open-source-technology-innovations>
- **IBM CTO on How Red Hat Buy Strengthens the Kubernetes Game**
  - <https://it.toolbox.com/interviews/ibm-cto-on-how-red-hat-buy-strengthens-the-kubernetes-game>
- **How SAP HANA Helps Keep IBM i Strong**

- <https://www.itjungle.com/2020/02/24/how-sap-hana-helps-keep-ibm-i-strong/>

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## Lenovo / Huawei

- **Lenovo Hires Former EMC, Arrow Channel Exec To Drive Partner Growth**
  - <https://www.crn.com/news/channel-programs/lenovo-hires-former-emc-arrow-channel-exec-to-drive-partner-growth>
- **Huawei Launches OceanStor 5G-Era Storage Solutions for Digital Transformation**
  - <https://datastorageeas.com/news-press-releases/huawei-launches-oceanstor-5g-era-storage-solutions-digital-transformation>
  - Huawei OceanStor Distributed Storage  
<https://www.mobileworldlive.com/huawei-updates/huawei-oceanstor-distributed-storage/>
  - Tapping 5G-era storage to turn data into business opportunities  
<https://www.mobileworldlive.com/huawei-updates/tapping-5g-era-storage-to-turn-data-into-business-opportunities/>
  - Huawei Launches Flagship Campus and Data Center Solutions to Create Unique Business Value for Customers  
<https://www.aithority.com/technology/huawei-launches-flagship-campus-and-data-center-solutions-to-create-unique-business-value-for-customers/>
  - Huawei launches industry's first deterministic networking oriented 5G core  
<https://www.commsmea.com/technology/projects/21473-huawei-launches-industrys-first-deterministic-networking-oriented-5g-core>
  - Huawei Unveils New Data Centre Solutions And Flagship Campus To Boost Innovation  
<https://data-economy.com/huawei-unveils-new-data-centre-solutions-and-flagship-campus-to-boost-innovation/>
- **What's in the New Huawei Indictment?**
  - <https://www.lawfareblog.com/whats-new-huawei-indictment>
  - The US May Make It Illegal for TSMC to Sell Parts to Huawei Without a License  
<https://www.extremetech.com/computing/306544-the-us-may-make-it-illegal-for-tsmc-to-sell-parts-to-huawei-without-a-license>
- **Chinese tech in U.S. funnels data to Beijing's intelligence services**
  - <https://www.washingtontimes.com/news/2020/feb/24/lexmark-lenovo-tech-funnels-data-china-intelligenc/>
- **Huawei eyes up optical network opportunities**
  - <https://www.computerweekly.com/news/252478975/Huawei-eyes-up-optical-network-opportunities>
- **Huawei and Defense Department officials spar at cybersecurity panel**
  - <https://www.cnet.com/news/huawei-and-defense-department-officials-spar-at-cybersecurity-panel/>

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## Pure / NetApp / Nutanix

- **Pure Storage rises above enterprise gloom to post record revenues**
  - *Total revenue up +17%, product revenue up +11%, Subscription revenue up 41%*  
<https://blocksandfiles.com/2020/02/28/pure-storage-q4fy2020-earnings/>
  - Pure Storage's Q4 strong, Q1 outlook light on sales  
<https://www.zdnet.com/article/pure-storages-q4-strong-q1-outlook-light-on-sales/>
  - Pure Storage Announces Fourth Quarter and Full Year Fiscal 2020 Financial Results  
<https://investor.purestorage.com/news-and-events/press-releases/press-release-details/2020/Pure-Storage-Announces-Fourth-Quarter-and-Full-Year-Fiscal-2020-Financial-Results/default.aspx>
  - Pure Storage 4Q FY20 Earnings Presentation  
[https://s21.q4cdn.com/687136699/files/doc\\_financials/2020/Q4/Earnings-Slides-\(Q4-FY20\)-2.27.20\\_2.pdf](https://s21.q4cdn.com/687136699/files/doc_financials/2020/Q4/Earnings-Slides-(Q4-FY20)-2.27.20_2.pdf)
- **Pure Storage Upgrades FlashArray//X, Plans Unified File/Block Storage Capabilities**
  - <https://www.crn.com/news/storage/pure-storage-upgrades-flasharray-x-plans-unified-file-block-storage-capabilities>
  - Blog: Newest FlashArray//X Delivers High-Performance Block Storage  
<https://blog.purestorage.com/announcing-flash-array-xr3/>

- Pure Press Release: Pure Evergreen Provides Next Generation FlashArray to Customers, Without Disruption  
<https://www.purestorage.com/company/newsroom/press-releases/pure-speeds-innovation-with-enhancements-to-flagship-platform.html>
- **HPE Positioning: Pure Upgrades FlashArray processors, calls it //X R3**  
[https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive\\_library/Pure\\_FlashArray\\_XR3.pdf](https://hpe.sharepoint.com/sites/B1/EG/competition/Competitive_library/Pure_FlashArray_XR3.pdf)
- **Google Cloud collaborates with Pure Storage to bolster multi-cloud strategies**
  - <https://datacenternews.us/story/google-cloud-collaborates-with-pure-storage-to-bolster-multi-cloud-strategies>
- **Nutanix revenue rise fails to impress Wall Street**
  - Total revenue up +3.4%, Software and support up+ 14%  
*Nutanix CEO: "HPE is becoming a pretty substantial portion of our both enterprise and commercial go-to-market."*  
<https://blocksandfiles.com/2020/02/27/nutanix-q2fy2020-earnings/> <https://seekingalpha.com/news/3546032-nutanix-eps-beats-09-beats-on-revenue>
  - Nutanix Stock Crumbles on a Weaker Outlook as the Coronavirus Takes a Toll  
<https://www.barrons.com/articles/ge-annual-report-10k-earnings-analysts-research-cash-flow-737-max-51582725933>
  - Coronavirus concern weighs on Nutanix outlook, drags stock down over 20%  
<https://www.cnbc.com/2020/02/26/coronavirus-concern-weighs-on-nutanix-ntnx-outlook-drags-stock-down.html>
  - Nutanix Stock Falls As Coronavirus Affects Revenue Guidance  
<https://www.crn.com/news/data-center/nutanix-stock-falls-as-coronavirus-affects-revenue-guidance>
  - Here Are 5 Reasons Why Nutanix's Stock Price Is Dropping  
<https://www.crn.com/slide-shows/data-center/here-s-5-reasons-why-nutanix-s-stock-price-is-dropping>
  - Nutanix Reports Q2 Loss, Tops Revenue Estimates  
<https://finance.yahoo.com/news/nutanix-ntnx-reports-q2-loss-230511171.html>
  - Nutanix Reports Second Quarter Fiscal 2020 Financial Results  
<https://ir.nutanix.com/company/press-releases/press-release-details/2020/Nutanix-Reports-Second-Quarter-Fiscal-2020-Financial-Results/default.aspx>  
Nutanix 2Q FY20 Earnings Presentation  
[https://s21.q4cdn.com/380967694/files/doc\\_financials/2020/q2/Nutanix-Q2FY20-Investor-Presentation\\_2.26.20\\_IR.pdf](https://s21.q4cdn.com/380967694/files/doc_financials/2020/q2/Nutanix-Q2FY20-Investor-Presentation_2.26.20_IR.pdf)
- **Nutanix aims for SME growth with channel Cloud Bundles**
  - <https://www.computerweekly.com/microscope/news/252479107/Nutanix-aims-for-SME-growth-with-channel-Cloud-Bundles>
  - Nutanix modernises infrastructure with Total Gas & Power  
<https://www.intelligentcio.com/eu/2020/02/27/nutanix-modernises-infrastructure-with-total-gas/>
  - Nutanix offers free services to Asia Pacific region in wake of coronavirus  
<https://itbrief.com.au/story/nutanix-offers-free-services-to-asia-pacific-region-in-wake-of-coronavirus>
- **Nutanix: Financial sector companies lead market on hybrid cloud deployments**
  - <https://www.itwire.com/cloud/financial-sector-companies-lead-market-on-hybrid-cloud-deployments.html>
  - Nutanix: Financial companies abandoning public clouds  
<https://www.technologydecisions.com.au/content/cloud-and-virtualisation/news/financial-companies-abandoning-public-clouds-705060752>

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## Other

- **Oracle funding anti-big tech nonprofit**
  - <https://seekingalpha.com/news/3545582-oracle-funding-anti-big-tech-nonprofit>
  - Oracle has been outed as a donor for the Internet Accountability Project  
<https://siliconangle.com/2020/02/26/oracle-outed-donor-internet-accountability-project/>
  - Oracle Reveals Funding of Dark Money Group Fighting Big Tech  
<https://finance.yahoo.com/news/oracle-reveals-funding-dark-money-220705147.html>
- **Oracle accused of coercing customers into cloud migrations**
  - <https://www.cloudpro.co.uk/saas/8439/oracle-accused-of-coercing-customers-into-cloud-migrations>



- Oracle Sued for Allegedly “Systematically Coercing and Bribing” Customers  
<https://www.cbronline.com/news/oracle-sued-audit-bargain-close>
- **Oracle Unveils Cloud-Based Data Science Platform**
  - <https://www.cdotrends.com/story/14681/oracle-unveils-cloud-based-data-science-platform>
- **Google Cloud CEO Called Oracle Cloud ‘A Disgrace’**
  - <https://www.webpronews.com/google-cloud-ceo-called-oracle-cloud-a-disgrace/>
- **Oracle Cloud Infrastructure Finally Gets Data Science And ML Services**
  - <https://www.forbes.com/sites/janakirammsv/2020/02/24/oracle-cloud-infrastructure-finally-gets-data-science-and-ml-services/#624c1e463c1c>
- **MemSQL Launches 'Dear Larry' Campaign Encouraging Customers To 'Dump Oracle'**
  - <https://www.crn.com/news/cloud/memsql-launches-dear-larry-campaign-encouraging-customers-to-dump-oracle->
- **Google Jumps to #4 on Cloud Wars Top 10 Behind #1 Microsoft, #2 AWS, #3 Salesforce**
  - <https://cloudwars.co/google-jumps-4-cloud-wars-top-10/>
- **Cloud Adoption May be Stagnant Due to Company Culture Challenges**
  - <https://hitinfrastructure.com/news/cloud-adoption-may-be-stagnant-due-to-company-culture-challenges>
- **M247 launches cloud platform**
  - <https://www.computerweekly.com/microscope/news/252479105/M247-launches-cloud-platform>
- **Backup and recovery users love Cohesity, Rubrik and Veeam more than most, according to Gartner survey**
  - <https://blocksandfiles.com/2020/02/25/gartner-2020-backup-and-recovery-peer-insights/>
- **5 Ways Coronavirus Continues To Impact The IT Industry**
  - <https://www.crn.com/news/running-your-business/5-ways-coronavirus-continues-to-impact-the-it-industry>
- **Scality preps scale-out file system on Azure Blob Storage**
  - <https://blocksandfiles.com/2020/02/24/scality-scale-out-file-system-azure-blob/>
- **Infinidat exhibits six exabytes – good that!**
  - <https://blocksandfiles.com/2020/02/25/infinidat-six-exabytes-storage-capacity/>
- **Review the pros and cons of 8 common hybrid cloud use cases**
  - <https://searchcloudcomputing.techtarget.com/tip/Review-the-pros-and-cons-of-8-common-hybrid-cloud-use-cases>
- **AI, predictive analytics featured in Storage Products of the Year**
  - <https://searchstorage.techtarget.com/blog/Storage-Soup/AI-predictive-analytics-featured-in-Storage-Products-of-the-Year>
- **Test your NVMe-oF storage acumen**
  - <https://searchstorage.techtarget.com/quiz/Test-your-NVMe-oF-storage-acumen>
- **Qumulo NAS file system adds encryption, security**
  - <https://searchstorage.techtarget.com/news/252479215/Qumulo-NAS-file-system-adds-encryption-security>
  - [Qumulo adds encryption to Hybrid File Software  
https://blocksandfiles.com/2020/02/27/qumulo-hybrid-file-software-version-3/](https://blocksandfiles.com/2020/02/27/qumulo-hybrid-file-software-version-3/)
- **7 predictive storage analytics tools compared**
  - <https://searchstorage.techtarget.com/feature/7-predictive-storage-analytics-tools-compared>
- **Hitachi Vantara Layoffs Starting: Hitachi Consulting Hit Hard**
  - <https://www.crn.com/news/storage/hitachi-vantara-layoffs-starting-hitachi-consulting-hit-hard>
- **'Just about every vendor is pushing out delivery dates' - channel reacts as vendors reveal coronavirus impact**
  - <https://www.channelweb.co.uk/news/4011528/about-vendor-pushing-delivery-dates-channel-reacts-suppliers-reveal-coronavirus-impact>
- **Beyond flickering lights – what is composable infrastructure?**
  - <https://www.itweb.co.za/content/mQwkoM6Pnejv3r9A>
- **Hitachi Vantara makes ‘significant’ layoffs, cites mature global storage market**
  - <https://blocksandfiles.com/2020/02/27/hitachi-vantara-layoffs/>
- **In-depth: Deloitte and accounts expert both cleared what HPE described as 'contrived' Autonomy sales**

- [https://www.theregister.co.uk/2020/02/25/autonomy\\_kraft\\_capax\\_sale\\_expert\\_evidence\\_trial/](https://www.theregister.co.uk/2020/02/25/autonomy_kraft_capax_sale_expert_evidence_trial/)

- **Earnings announcements:**

- IBM 1Q FY 2020 – April 20
- Cisco 3Q 2020 – 13 May
- Dell Technologies 1Q 2021 – 28 May

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- **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)