

HPE Competitive News Summary – February 7, 2020

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Cisco

- **'Tens of millions' of Cisco devices vulnerable to CDPwn flaws: Network segmentation blown apart by security bugs**
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 - Critical Cisco 'CDPwn' Flaws Break Network Segmentation
<https://threatpost.com/critical-cisco-cdpwn-flaws-network-segmentation/152546/>
 - Bug hunter unveils Cisco zero-days at ShmooCon
<https://www.cyberscoop.com/shmoocon-cisco-0-days-ken-pyle/>
 - Cisco Patches Two High-Severity Bugs in its Small Business Switch Lineup
<https://threatpost.com/cisco-patches-high-severity-bugs-in-switch-lineup/152392/>
 - 'Virtually all' Cisco devices vulnerable to critical new CDPwn exploits
<https://siliconangle.com/2020/02/05/virtually-cisco-devices-vulnerable-critical-new-cdpwn-exploits/>
- **View from the airport: Cisco Live 2020**
 - <https://www.itpro.co.uk/infrastructure/network-internet/354684/view-from-the-airport-cisco-live-2020>
 - Cisco's Intersight, HyperFlex advance data management and visibility in complex, dynamic networks
<https://siliconangle.com/2020/02/05/ciscos-intersight-hyperflex-advance-data-management-visibility-complex-dynamic-networks-cleurl/>
 - Cisco & IBM Offer Managed Private Cloud-as-a-Service
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 - Cisco Live Europe 2020 Delivers CX And IoT
<https://www.forbes.com/sites/moorinsights/2020/02/05/cisco-live-europe-2020-delivers-cx-and-iot/#3acdadd217c2>
 - **HPE Positioning:** Cisco Live EMEA 2020 Hybrid IT Announcements – First Look
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- **Cisco Meraki Go Network: Easy to Use, but Perhaps Too Simplistic**
 - <https://www.eweek.com/networking/cisco-meraki-go-network-easy-to-use-but-perhaps-too-simplistic>
- **Cisco: What Matters Going Into Q2 Results**
 - <https://seekingalpha.com/article/4321256-cisco-what-matters-going-q2-results>
- **How Asia helped shape Cisco's global partner priorities**
 - <https://sg.channelasia.tech/article/670834/how-asia-helped-shape-cisco-global-partner-priorities/>
- **Analyst Quick Take: Cisco Appoints Dr. Lisa Su To Board Of Directors**
 - <https://www.forbes.com/sites/moorinsights/2020/02/05/analyst-quick-take-cisco-appoints-dr-lisa-su-to-board-of-directors/?ss=cloud#3cad7c564d8>
- **TPx Unleashes Managed Networks with Cisco Meraki**
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 - <https://siliconangle.com/2020/01/31/cisco-educates-enterprises-around-dns-security-within-the-cloud-network-cleurl/>

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 - <https://www.crn.com/slide-shows/data-center/dell-partner-program-enhancements-10-new-incentives-and-tools>
 - Dell pushes hyperconverged with new VxRail accelerator
 - "2x rebate accelerators for Cloud Service Providers who have attained its cloud competency and who sell its VxRail"*
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- **We hear stirrings on the Dell EMC MidRange.next front**
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 - <https://www.telecompaper.com/news/dell-emc-makes-dozens-of-israeli-workers-redundant--1325333>
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- **Eni unveils HPC5 Supercomputer from Dell Technologies**
 - <https://insidehpc.com/2020/02/eni-unveils-hpc5-supercomputer-from-dell-technologies/>
- **Mellanox, Dell Technologies partnership enables supercomputing platforms for commerce, research, science**
 - <https://www.itweb.co.za/content/VgZeyqJApGBMdx9/5rW1xLv59lvRk6m3>
 - Mellanox and Dell Technologies to move super-computing technologies forward
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- **Dell's Shields takes on new European role**
 - <https://www.channelweb.co.uk/news/4010067/dell-shields-takes-european-role>
- **Dell, Microsoft join 5G development push**
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 - <https://www.crn.com/news/data-center/vmware-ups-licensing-cost-that-partners-say-is-severely-unattractive->
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 - <https://www.crn.com/slide-shows/data-center/scale-computing-ceo-jeff-ready-slams-vmware-licensing-increase>
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- **VMware's Cloud On AWS And Dell Sales Leader Heads To HashiCorp**
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- **Why IBM Choosing Arvind Krishna Over Jim Whitehurst Was Wise**
 - <https://www.informationweek.com/strategic-cio/it-strategy/why-ibm-choosing-arvind-krishna-over-jim-whitehurst-was-wise/a/d-id/1336974>
 - IBM's new CEO Arvind Krishna explains why practical future of quantum computing is closer than we think
<https://www.businesstoday.in/current/corporate/ibm-ceo-arvind-krishna-why-practical-future-quantum-computing-closer-think/story/395419.html>
 - 5 Things To Know About IBM's New President Jim Whitehurst
<https://www.crn.com/slide-shows/cloud/5-things-to-know-about-ibm-s-new-president-jim-whitehurst/>
 - IBM's Leadership Succession Strategy: Rometty to Krishna and Whitehurst
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 - Rometty's Legacy: Leading to IBM's Promised Land
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 - IBM's New CEO Is Mastermind Behind Cloud Strategy
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- **Get ready for a major culture shift at IBM**
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 - IBM's New CEO Will Need to Drive Cultural Changes to Ignite a Turnaround
<https://realmoney.thestreet.com/investing/technology/ibm-new-ceo-will-need-to-change-culture-to-ignite-a-turnaround-15226105>

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- **What The New Top Brass At Big Blue Means For IBM i**
 - <https://www.itjungle.com/2020/02/03/what-the-new-top-brass-at-big-blue-means-for-ibm-i/>
- **IBM Tops U.S. Patent List for 2019 With Innovations in AI, Blockchain, Cloud and Quantum Computing**
 - <http://www.dbta.com/Editorial/News-Flashes/IBM-Tops-US-Patent-List-for-2019-With-Innovations-in-AI-Blockchain-Cloud-and-Quantum-Computing-139052.aspx>
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 - <https://www.cnbc.com/video/2020/01/31/ibm-is-analogous-to-oracles-infrastructure-business-sacconaghi.html>
- **IBM Returns To Revenue Growth, But Is It Sustainable?**
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- **IBM CTO: Edge Will Implode Without Open Source**
 - <https://www.sdxcentral.com/articles/news/ibm-cto-edge-will-implode-without-open-source/2020/02/>
- **IBM brings HPC Storage to Commodity Servers with Spectrum Scale Erasure Code Edition**
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Lenovo / Huawei

- **Lenovo Data Center Group names new EMEA president**
 - <https://datacentrenews.eu/story/lenovo-data-center-group-names-new-emea-president>
- **Backdoor found in HiSilicon's (Huawei Subsidiary) firmware for net-connected cams, recorders**
 - https://www.theregister.co.uk/2020/02/04/hisilicon_camera_backdoor/
- **Why UK's Huawei decision leaves the fate of global 5G wireless in US hands**
 - <https://www.zdnet.com/article/why-uks-huawei-decision-leaves-the-fate-of-global-5g-wireless-in-us-hands/>
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Pure / NetApp / Nutanix

- **Nutanix Promotes Chris Kaddaras To Lead Global And Channel Sales**
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 - Cloud computing: Spending is breaking records, Microsoft Azure slowly closes the gap on AWS
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- **DataCore and Veeam Software Automate, Simplify and Centralize Data Protection Across Diverse Storage Technologies**
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- **Business software maker Infor to be acquired by Koch Industries at a reported \$13B valuation**
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 - Samsung-backed key:value crew Stellus drops veil on new tech, will have to work hard to foil the fast filer few
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- **CIA opens competition for lucrative cloud deals to Amazon rivals**
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- **Tiers, Tiers, and More Storage Tiers**
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- **QNAP ES2486dc 24-drive All-flash NAS Announced**
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- **DataCore SANsymphony Integrates With Veeam**
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- **NWN Reports 'Strong' Growth Since Launching Solution-As-A-Service Portfolio**
 - <https://www.crn.com/news/channel-programs/nwn-reports-strong-growth-since-launching-solution-as-a-service-portfolio>
- **Adobe and Salesforce overturn the old software order in a cloud revolution**
 - <https://www.latimes.com/business/story/2020-02-06/adobe-salesforce-cloud>
- **Earnings announcements:**
 - Cisco 2Q 2020 – 12 Feb
 - NetApp 3Q 2020 – 12 Feb
 - Nutanix Q2 2020 – 26 Feb
 - Dell Technologies 4Q 2020 – 27 Feb
 - VMware 4Q 2020 – 27 Feb
 - Pure Storage 4Q 2020 – 27 Feb
- **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)

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