

HPE Competitive News Summary – October 04, 2019

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Dell EMC

IBM

Lenovo,
Huawei

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Nutanix

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Cisco

- **Aruba Bests Cisco, Juniper Networks: Gartner Critical Capabilities Report 2019**
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- **Cisco Releases Two CDIP Validated Designs Using Cloudera**
 - https://www.storagereview.com/cisco_releases_two_cdip_validated_designs_using_cloudera
- **How Are Cisco's Revenues Likely to Trend over Coming Years?**
 - <https://www.forbes.com/sites/greatspeculations/2019/10/03/how-are-ciscos-revenues-likely-to-trend-over-coming-years/#c9e6f0e4f4cc>
- **Cisco clamps down on reseller pirates**
 - <https://www.arnnet.com.au/article/667028/cisco-clamps-down-reseller-pirates/>
- **Cisco Access Chief Welch: ‘Don’t Wait’ to Transform Network Infrastructure**
 - <https://www.multichannel.com/news/q-and-a-with-ciscos-sean-welch>
- **Hyperconvergence Provides Fast Storage for Government Apps**
 - <https://statetechmagazine.com/article/2019/09/hyperconvergence-provides-fast-storage-government-apps>
- **Former Cisco CMO Karen Walker Joins Intel As Senior VP And CMO**
 - <https://www.forbes.com/sites/jenniferrooney/2019/09/30/former-cisco-cmo-karen-walker-joins-intel-as-senior-vp-and-cmo/#5bbf2e976199>
- **Will Extreme's ‘Maniacal Enterprise Focus’ Propel It past Cisco?**
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- **Warning: Cisco Webex, Zoom meetings are open to snoopers, so use passwords**
 - <https://www.zdnet.com/article/warning-cisco-webex-zoom-meetings-are-open-to-snoopers-so-use-passwords/>

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Dell EMC / VMware / Pivotal

- **Does the latest Boomi news position it as Dell's next rising star?**
 - <https://siliconangle.com/2019/10/02/does-the-latest-boomi-news-position-it-as-dells-next-rising-star-boomiworld19/>
 - Dell Boomi Dives Into DevOps
 - <https://devops.com/dell-boomi-dives-into-devops/>
- **How Dell aims to keep growing amid competition and slower server and storage spending**
 - <https://siliconangle.com/2019/09/30/dell-lays-out-long-term-goals-amid-signs-of-slowing-in-future-spend-for-servers-and-storage-cubeconversations/>
- **Dell EMC loses vision but still leads 2019 files and object Magic Quadrant**
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- **Dell Technologies Boosts Revenue as Dell Digital Way Accelerates**
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- **Dell AU cross-pollinates smaller partners**
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- **Dell's Joyce Mullen On Reaching Channel Partner Program ‘Nirvana’**
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- **Dell EMC PowerMax the first storage system to ship Storage Class Memory**

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- Dell EMC PowerMax brings exceptional performance and multi-cloud flexibility
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- **HPE Primera arrays set sights on Dell EMC PowerMax SANs**
 - <https://searchstorage.techtarget.com/news/252471526/HPE-Primera-arrays-set-sights-on-Dell-EMC-PowerMax-SANs>
- **UQ's new supercomputer is pushing the limits in analysing human skull models**
 - <https://www.zdnet.com/article/uqs-new-supercomputer-pushing-the-limits-in-analysing-human-skull-models/>
 - Meet Wiener, the University of Queensland supercomputer that Dell kept quiet
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 - The University of Queensland Uses Dell Technologies Supercomputer to Pioneer New Alzheimer's Disease Breakthrough
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- **Dell breaks out the checkbook and \$7m later, US discrimination claims go away**
 - https://www.theregister.co.uk/2019/10/01/dell_wage_settlement/
- **VMware and Nutanix battle for HCI supremacy in a two-horse race**
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 - Dell, Cisco swipe hyper-converged market share from Nutanix
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- **10 Keys To Successful VMware Cloud On AWS Migrations**
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- **The rise of open-source computing**
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- **IBM bets big on Red Hat to drive to its hybrid cloud market in India**
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- **IBM Adds Support and Kubernetes Operator for Apache CouchDB to Sync Data Across Multi-Cloud Environments**
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- **IBM Unveils IBM Cloud Load Balancer, to Scale and Protect Workloads in Cloud**
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Lenovo / Huawei

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 - TPG channel chief Kyle Bunting jumps to Lenovo DCG
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- **Huawei just got a big vote of confidence from India**
 - <https://www.cnn.com/2019/10/03/tech/sunil-bharti-mittal-huawei-india/index.html>
- **Huawei turns to Arm-based AI servers to survive US restrictions**
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- **A Firsthand Account of Huawei's PR Drive**
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- **Transforming citizen wait into citizen satisfaction**
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- **Pure Storage, HPE pushing into service subscription business**
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Other

- **Oracle buys CrowdTwist to help boost customer loyalty**
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 - o Amazon launches AWS IQ, a service to connect customers with certified experts
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- **Rubrik said to seek buyer as growth stalls, but data backup firm denies report**
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- **Your occasional storage digest, including Dell, IDC on HCI, Intel Optane, Nebulon and more**
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- **News Bits: Acronis, Supermicro, Lexar, Inspur, Formulus Black, Intel, Atempo, Toshiba (Kioxia) & More**
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- **HPE Positioning: In a recent survey, Cray found that IT pros are also shifting their own career development to learn more about AI.**
 - <https://www.techrepublic.com/article/hewlett-packard-enterprise-completed-purchase-of-supercomputer-pioneer-cray-for-1-4b/>
- **Earnings announcements:**
 - IBM 3Q 2019 – October 16
 - Cisco Q1 2020 - November 13
- **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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