

STKI 2015 delivery ratings

STKI delivery suppliers ratings

- Users are using these integrators (support, maintenance, projects, etc.) in Storage :

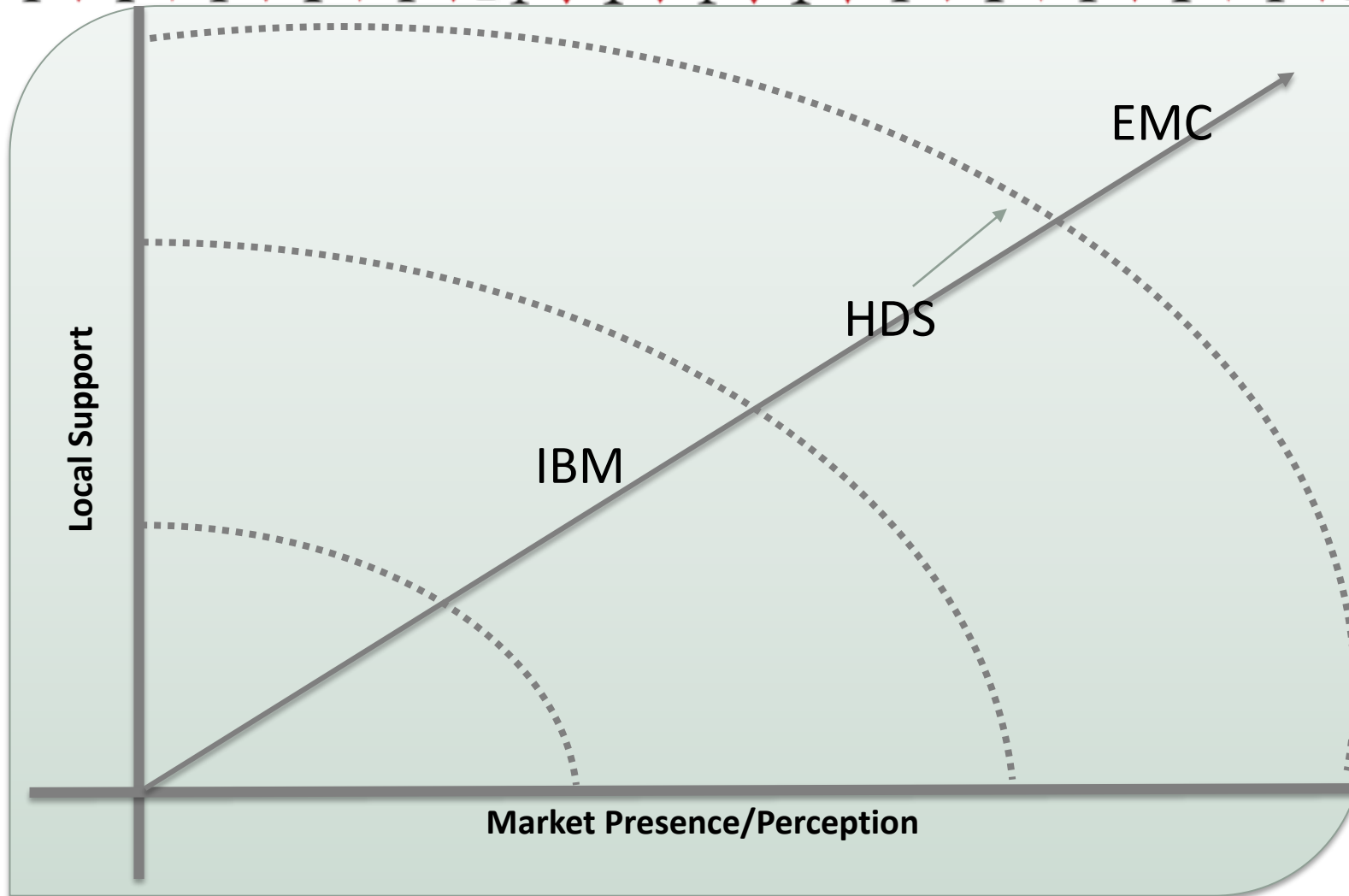
• EMC

- Netapp, Malam(EMC), WeAnkor(Netapp)
- HP, HDS, EMET(Netapp, EMC, IBM)
- One1(Netapp, IBM, HP), Bynet (EMC, Netapp), Matrix (EMC), IBM
- Taldor(EMC), Mindu, Terasky(EMC, HDS)

Market Status and Recommendations

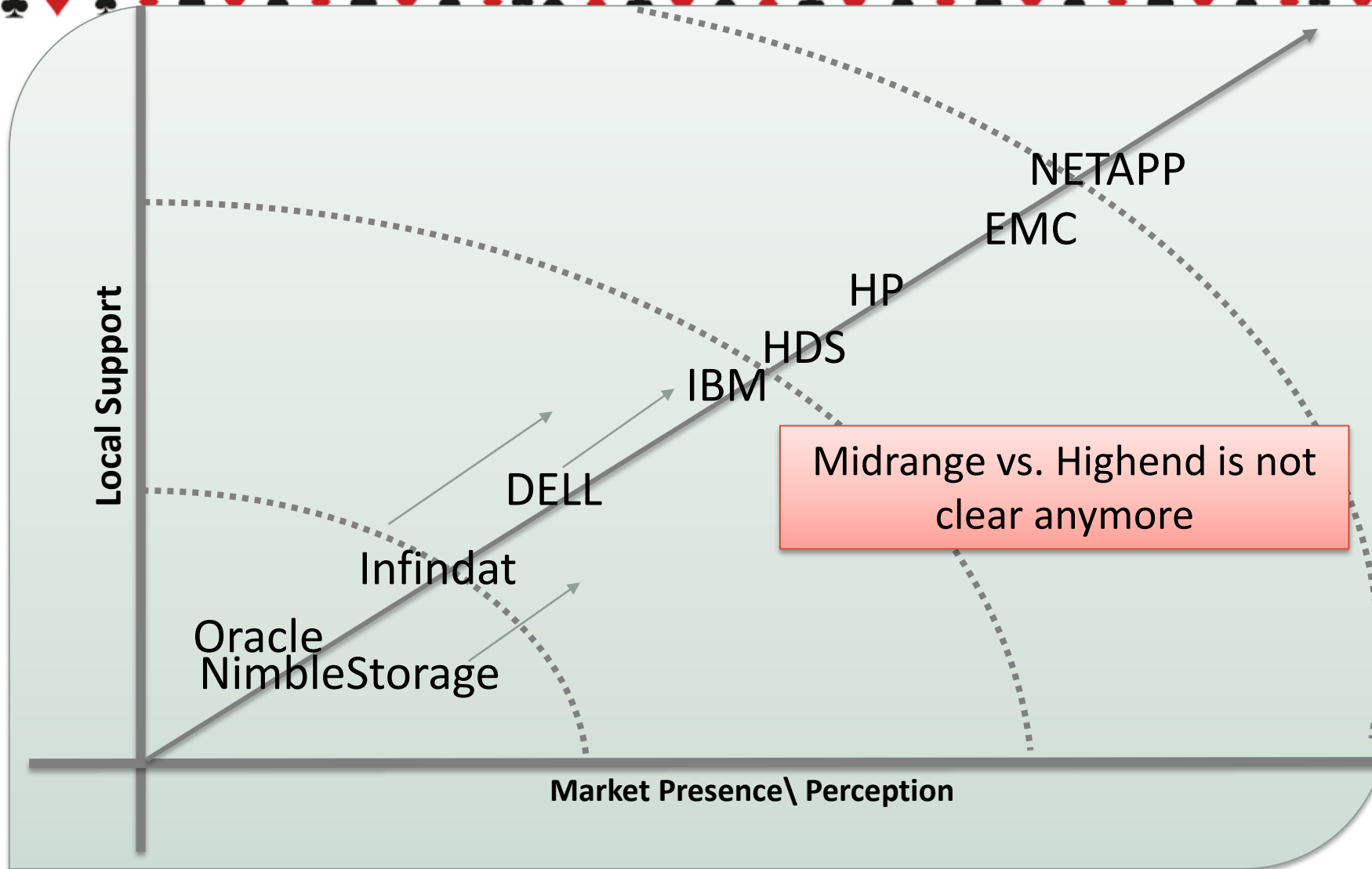
- Users are using these integrators (support, maintenance, projects, etc.) in Backup
- **Taldor, Emet, Terasky, Commvault (PS), HP**
- Malam, Matrix, EMC, One1, WeAnkor, Symantec

High-end storage (MF capable) - Israeli Market Positioning 1Q15



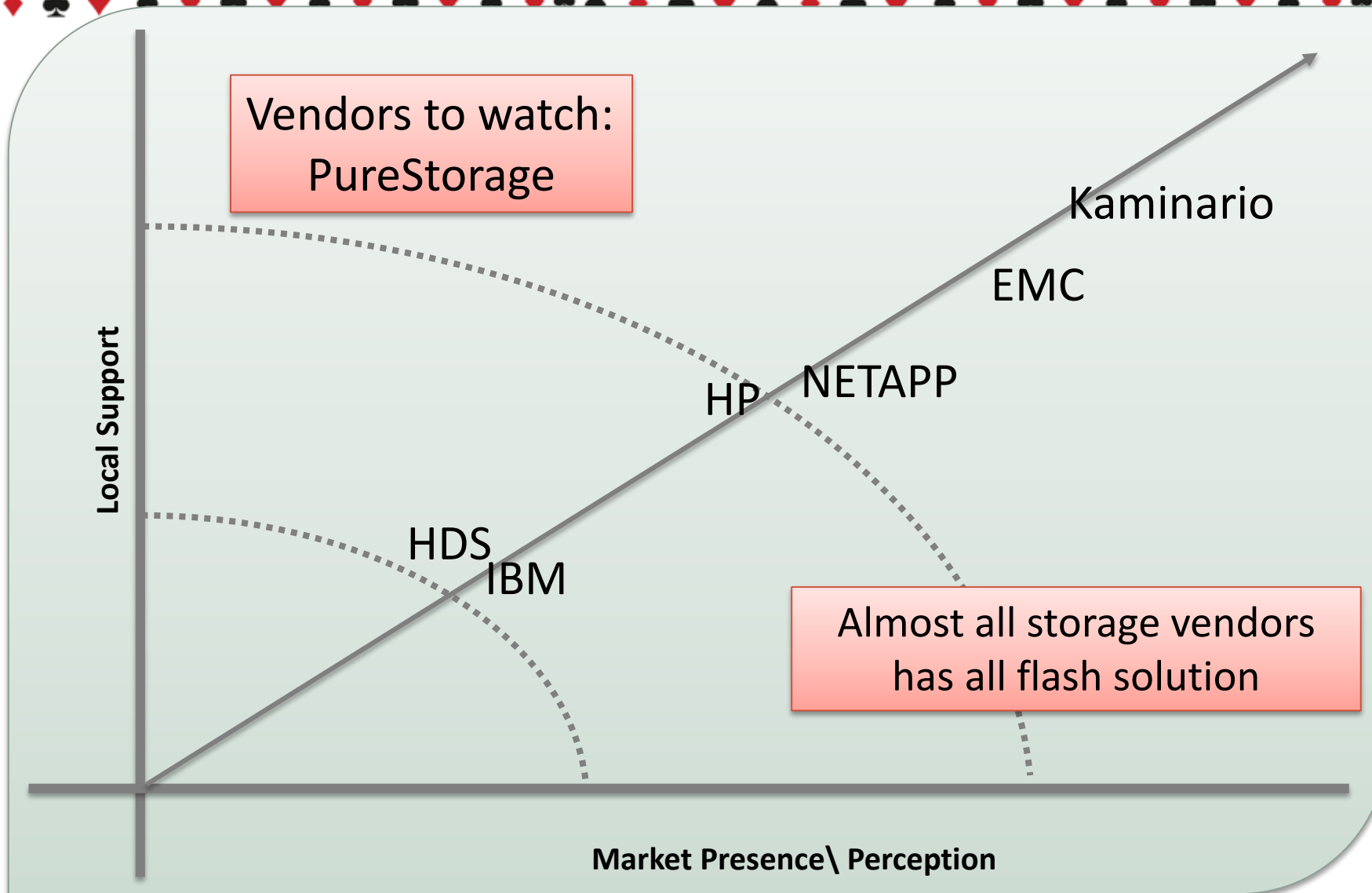
This analysis should be used with its supporting documents

Unified (midrange) storage - Israeli Market Positioning 1Q15



This analysis should be used with its supporting documents

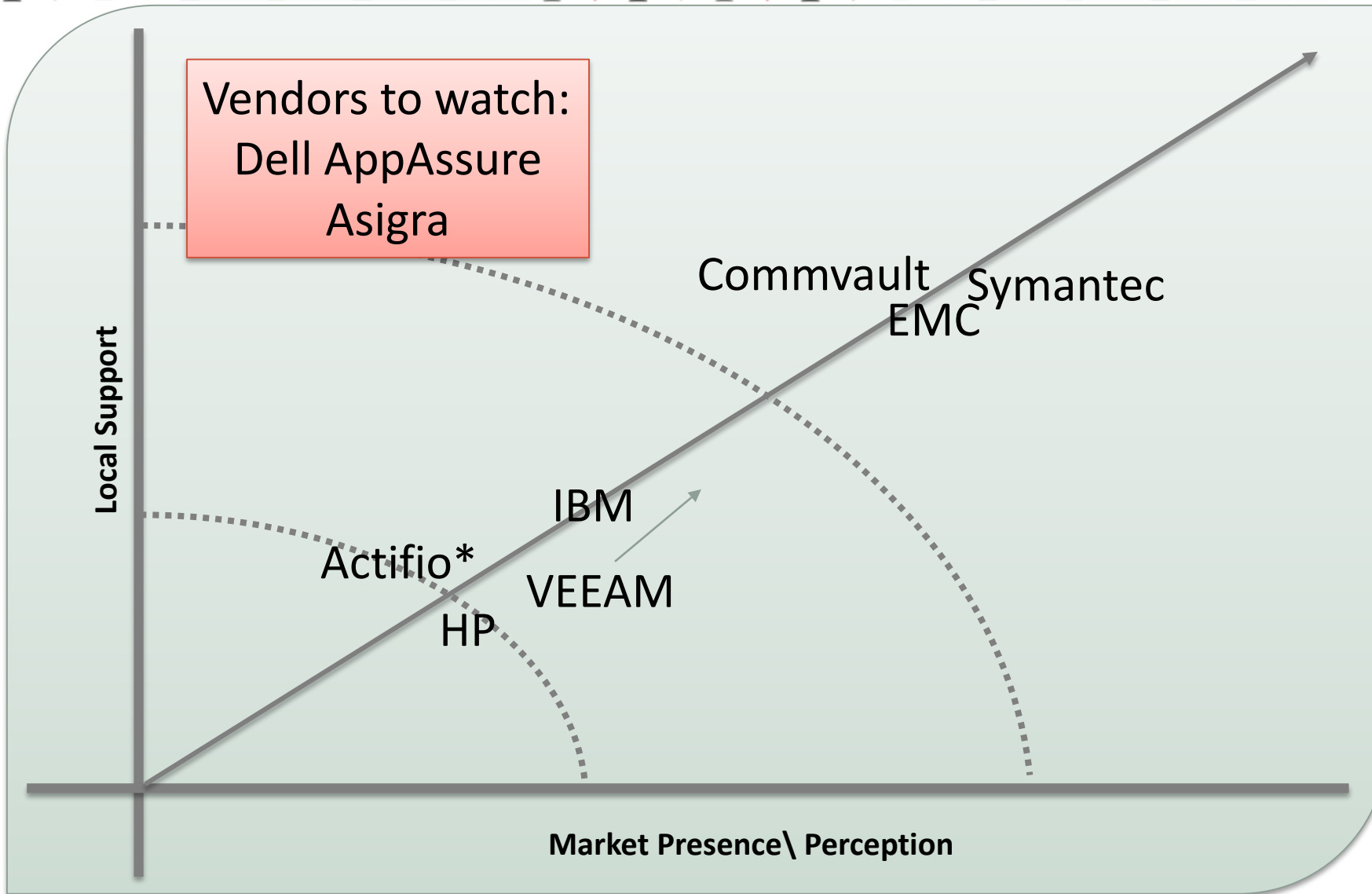
All flash array - Israeli Market Positioning 1Q15



This analysis should be used with its supporting documents

* Not really applies to apples

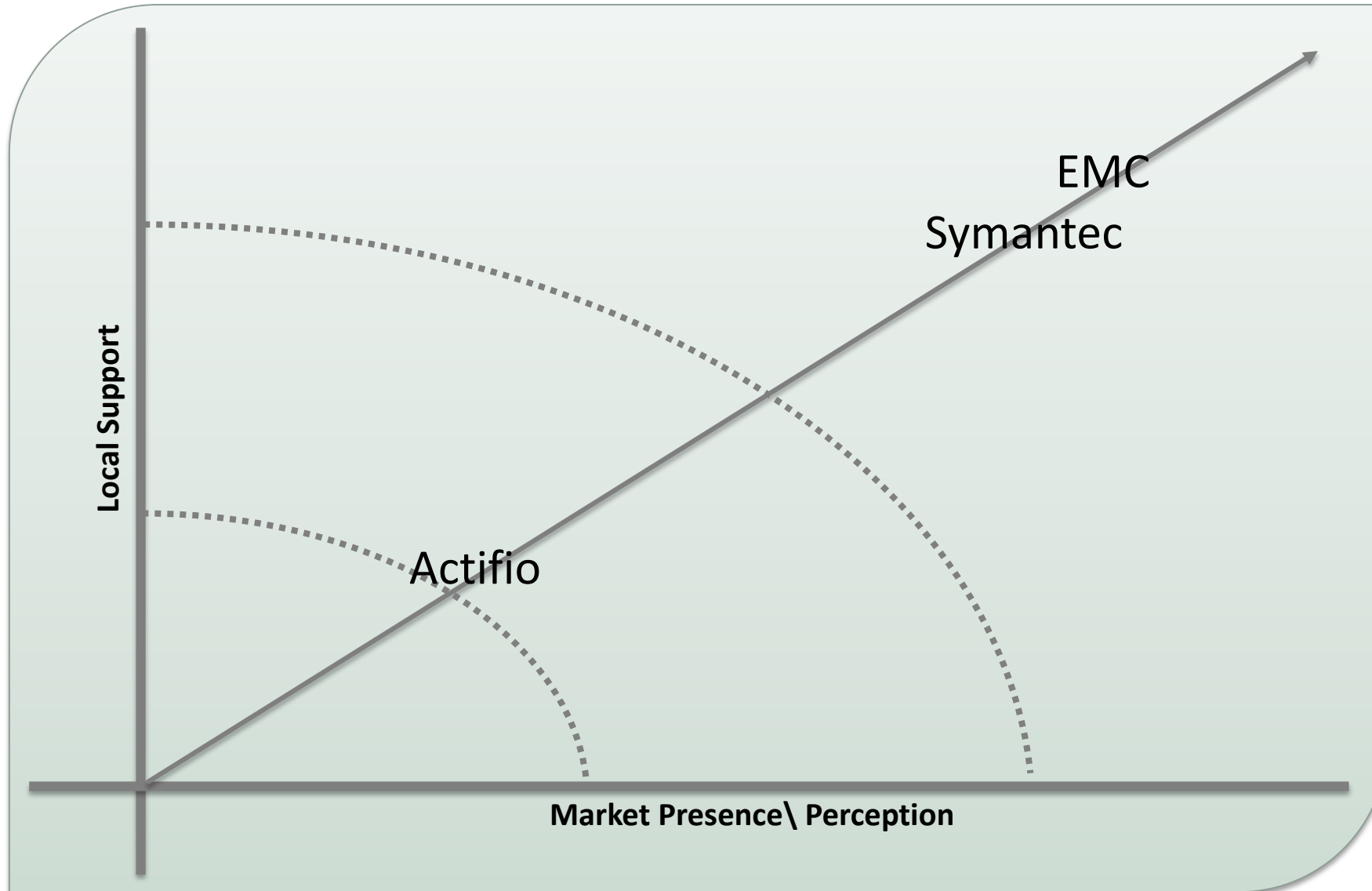
Enterprise Backup SW - Israeli Market Positioning 1Q15



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* Not really apples to apples

Backup appliances* - Israeli Market Positioning 1Q15



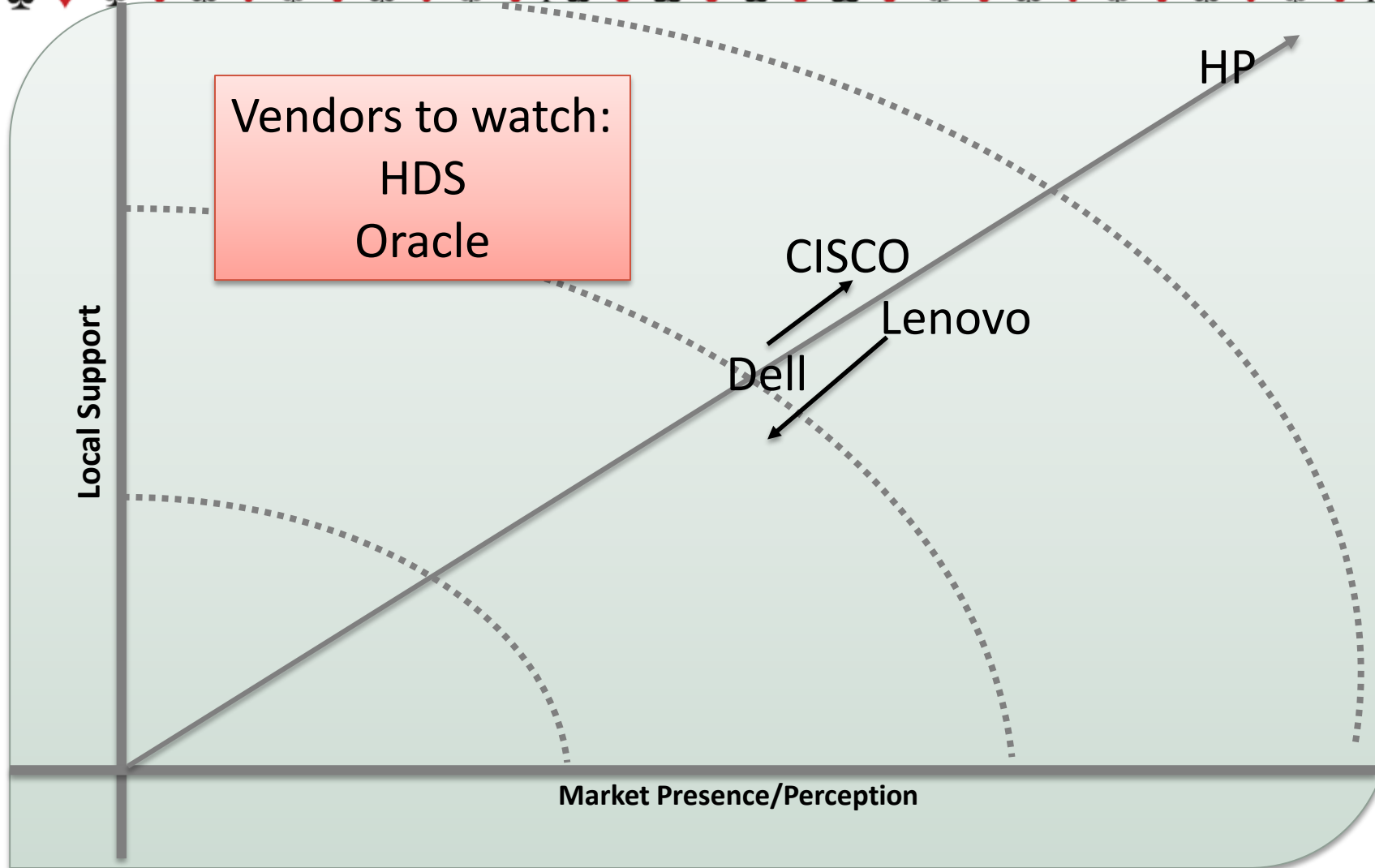
Not really apples to apples. Some include backup SW, some only dedup, some other functionality

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Market Status and Recommendations

- Users are using these integrators (support, maintenance, virtualization projects, etc.) in Servers Open area (“System”):
- **Emet, Microsoft(PS), WeAnkor**
- Matrix, HP, One1, Ubitech
- Malam, Vmware(PS), Taldor
- IBM, Ness, IntegritySW(SBC), Bezeqint, Yael

Intel Servers - Israeli Market Positioning 1Q15



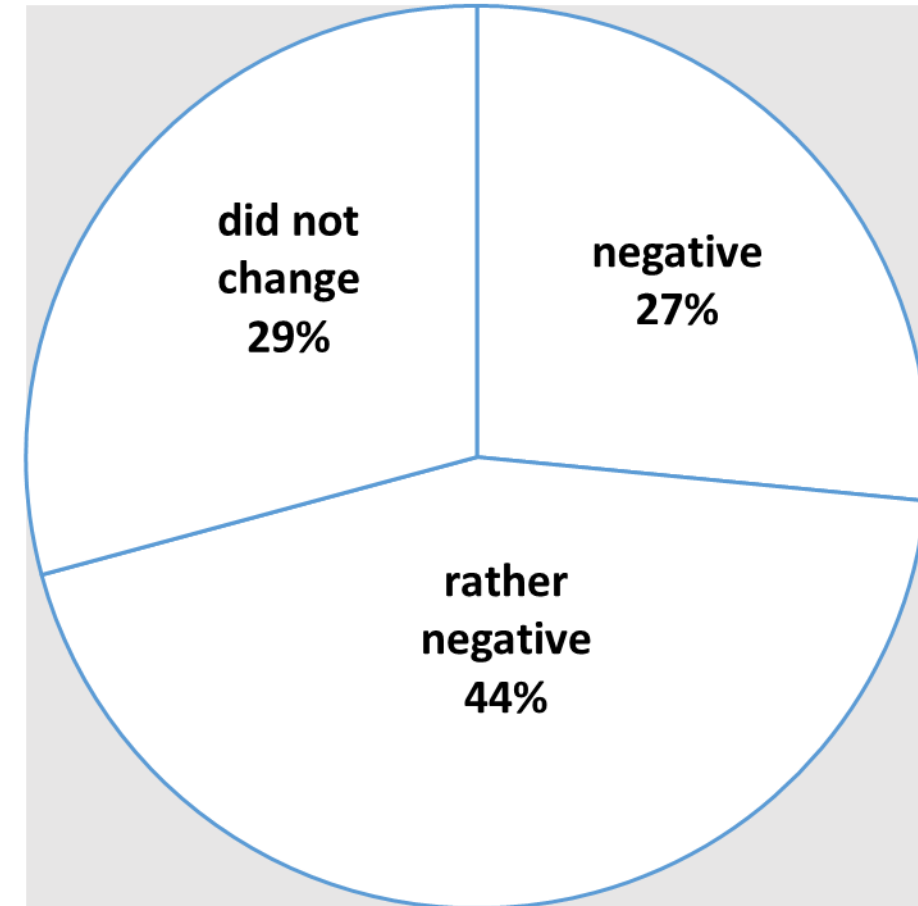
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Enterprise Perspective

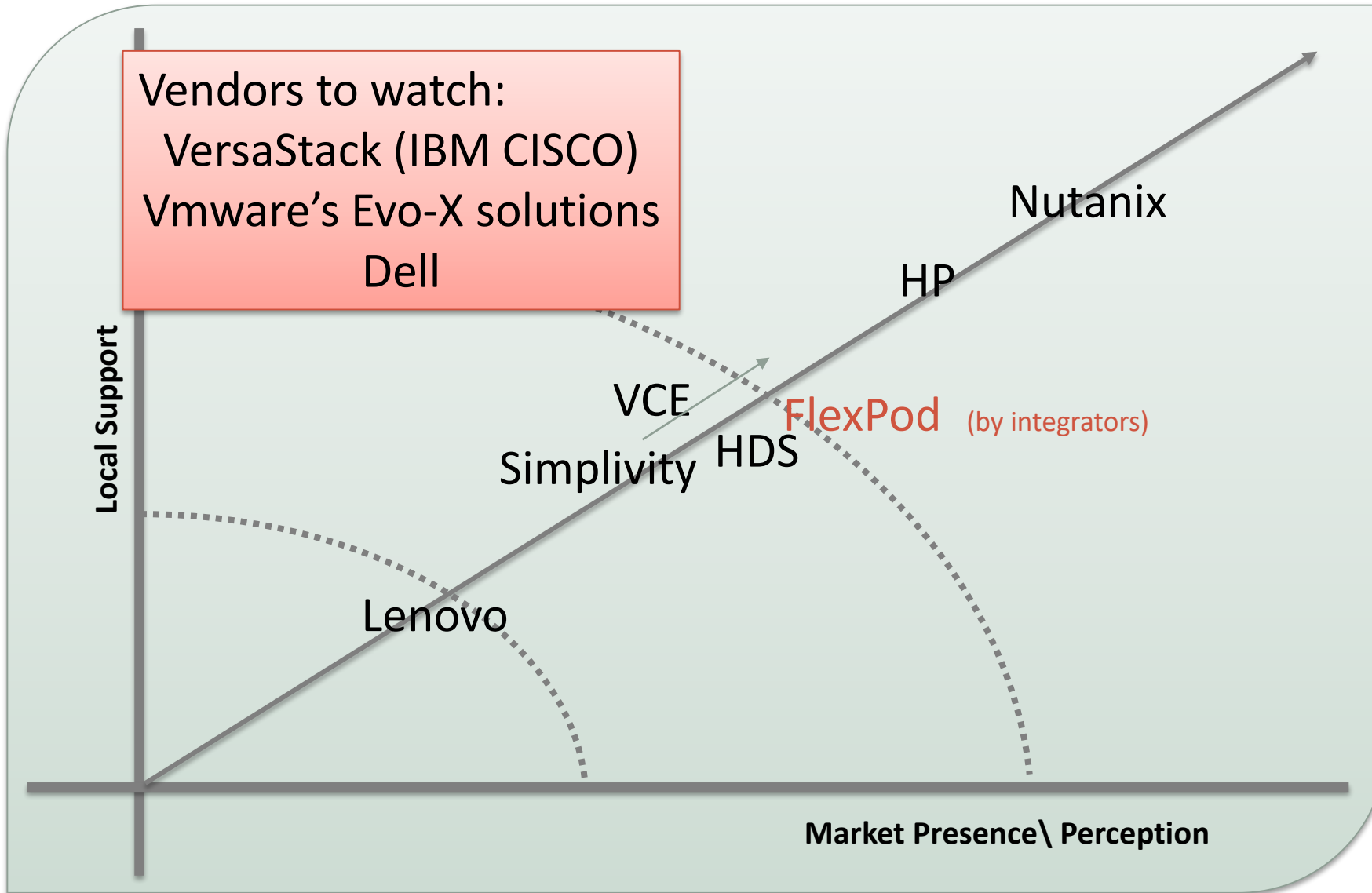
IBM Lenovo Deal

- We asked Enterprise IT (infra managers)– not defence related
- Did not change:
 - ‘it’s the same product, the same partners, same service, why should anything change?’
 - ‘I heard the service is better and Lenovo is fast in business’
- Rather negative:
 - ‘need to check how is the new service and support’
 - ‘not sure about the quality of new products’
 - ‘good service in laptops is not the same as good service in mission critical hw;’
- Negative
 - Stopped buying
 - ‘Already have service issues’
- The bad news: Lenovo has to work hard
- The good news: ‘Normal concern’. Nobody spoke about cyber.
- Conclusion: Lenovo has to change management point of view

DID IBM LENOVO DEAL CHANGED YOUR VIEW OF X-SERVERS?



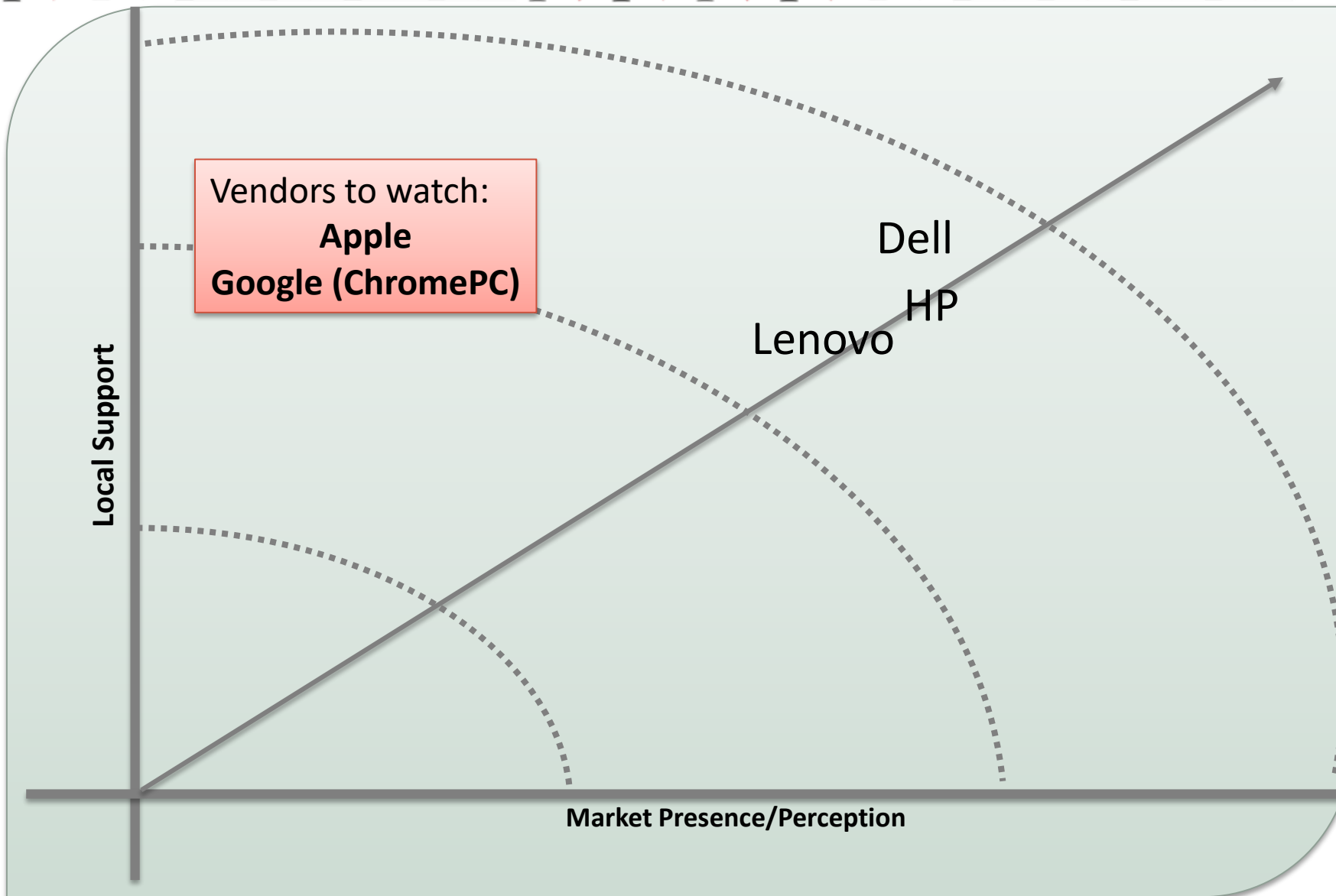
Infrastructure level converged systems- Israeli Market Positioning 1Q15



- Both converged and hyper-converged
- No application systems

This analysis should be used with its supporting documents

Enterprise Desktop - Israeli Market Positioning 1Q15

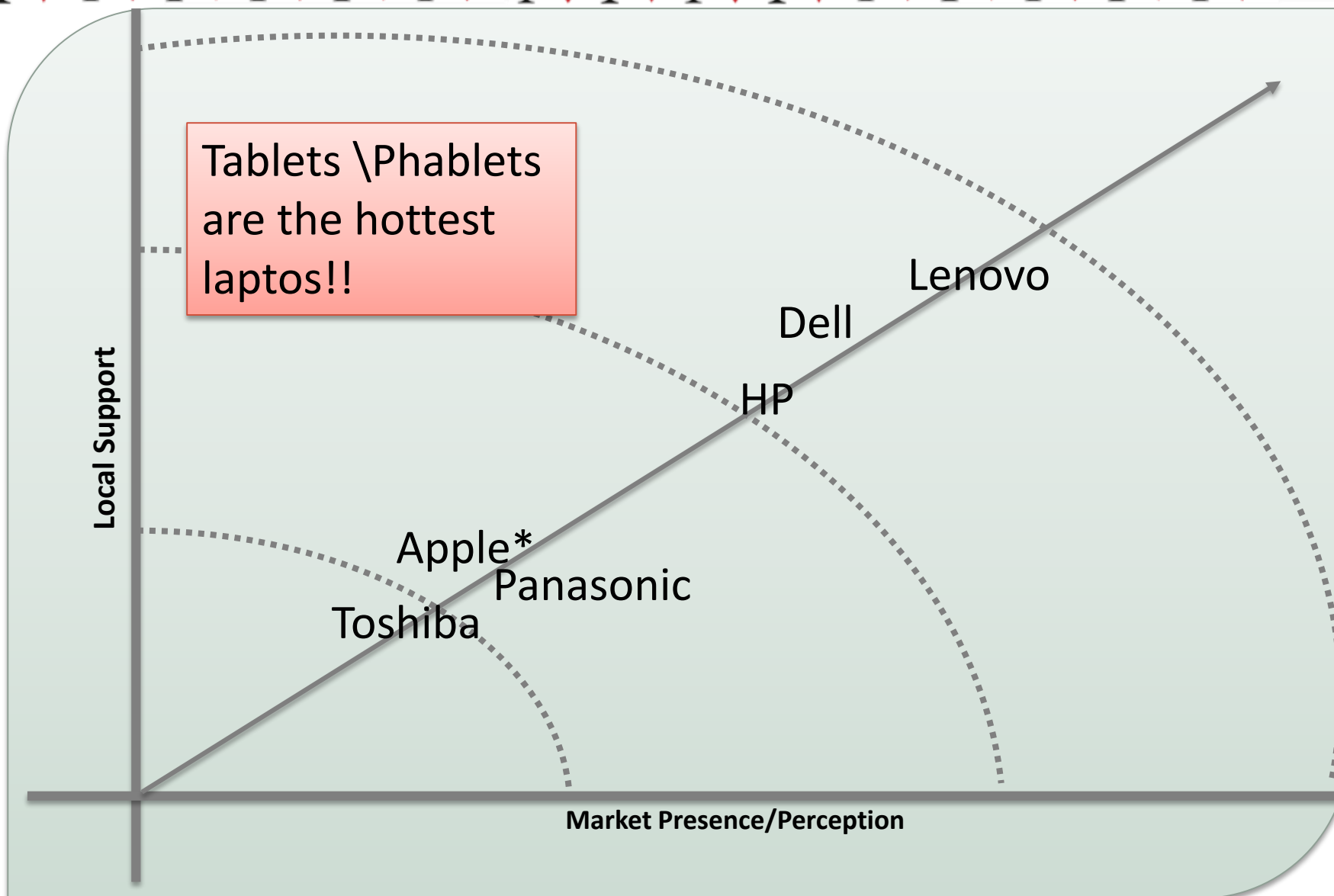


Unbelievably clients are still calling Lenovo "IBM"



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Enterprise Laptop - Israeli Market Positioning 1Q15

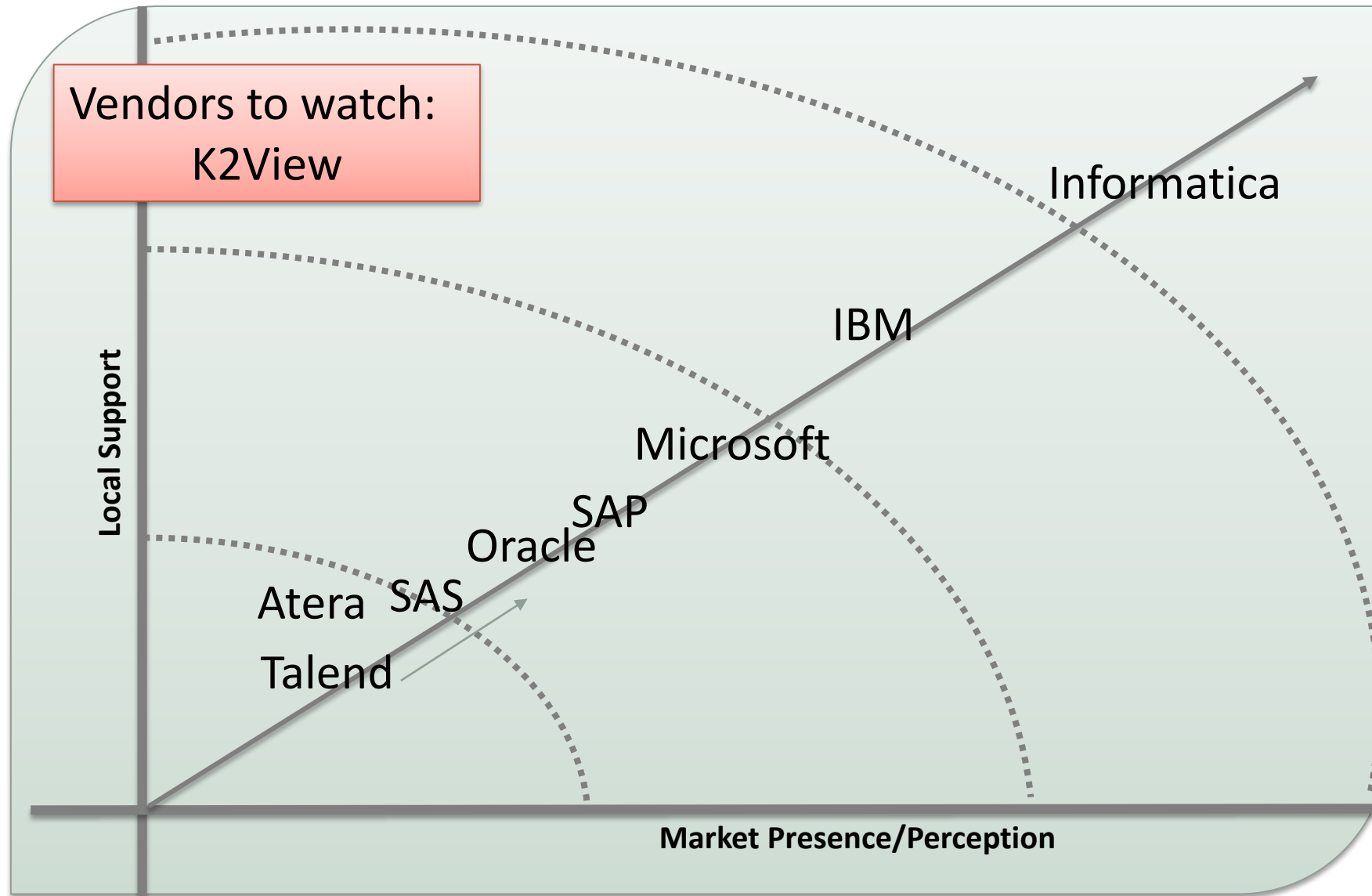


Tablets \ Phablets are the hottest laptos!!

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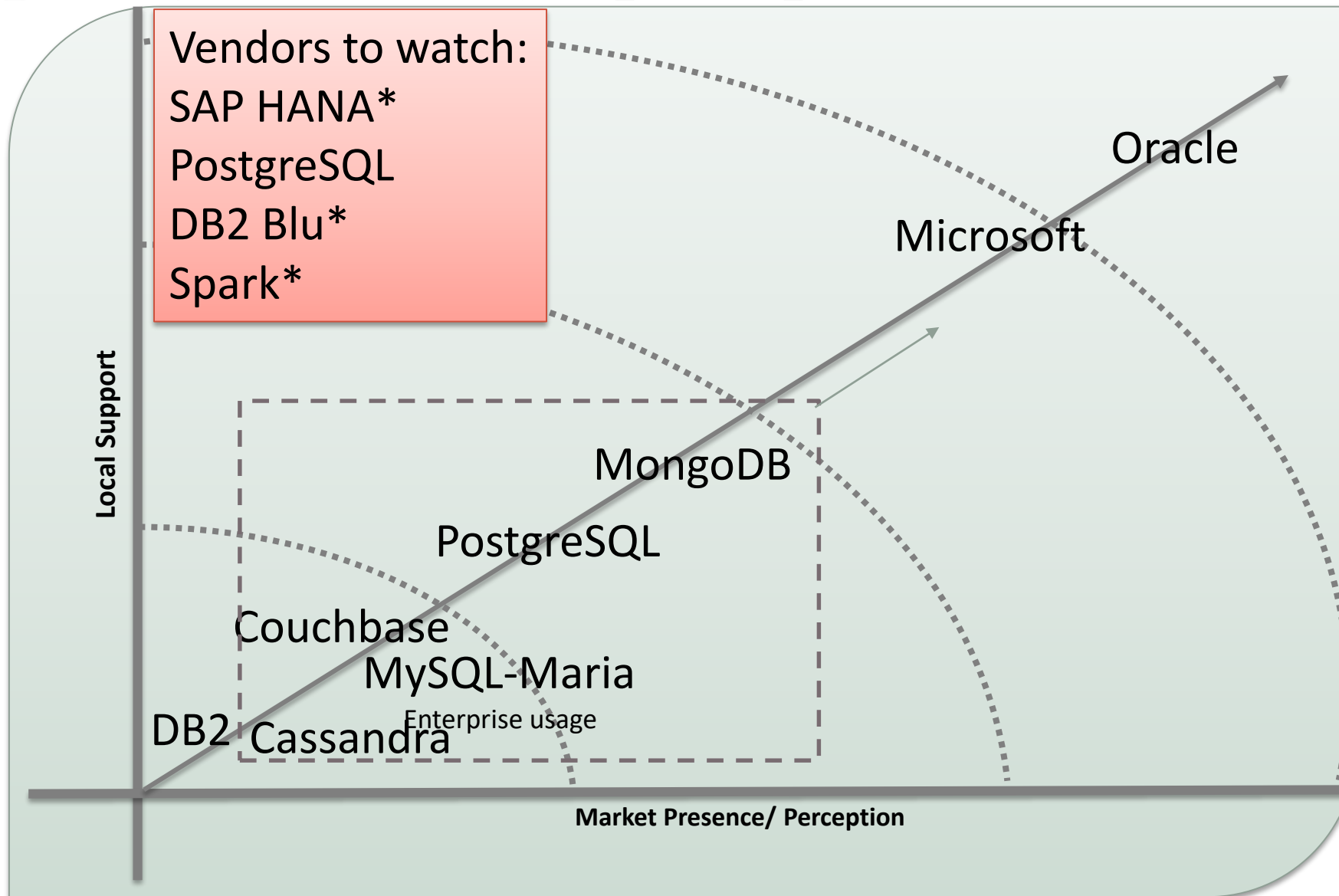
* Although no high presence Apple are the hottest laptos

ETL - Israeli Market Positioning 1Q15



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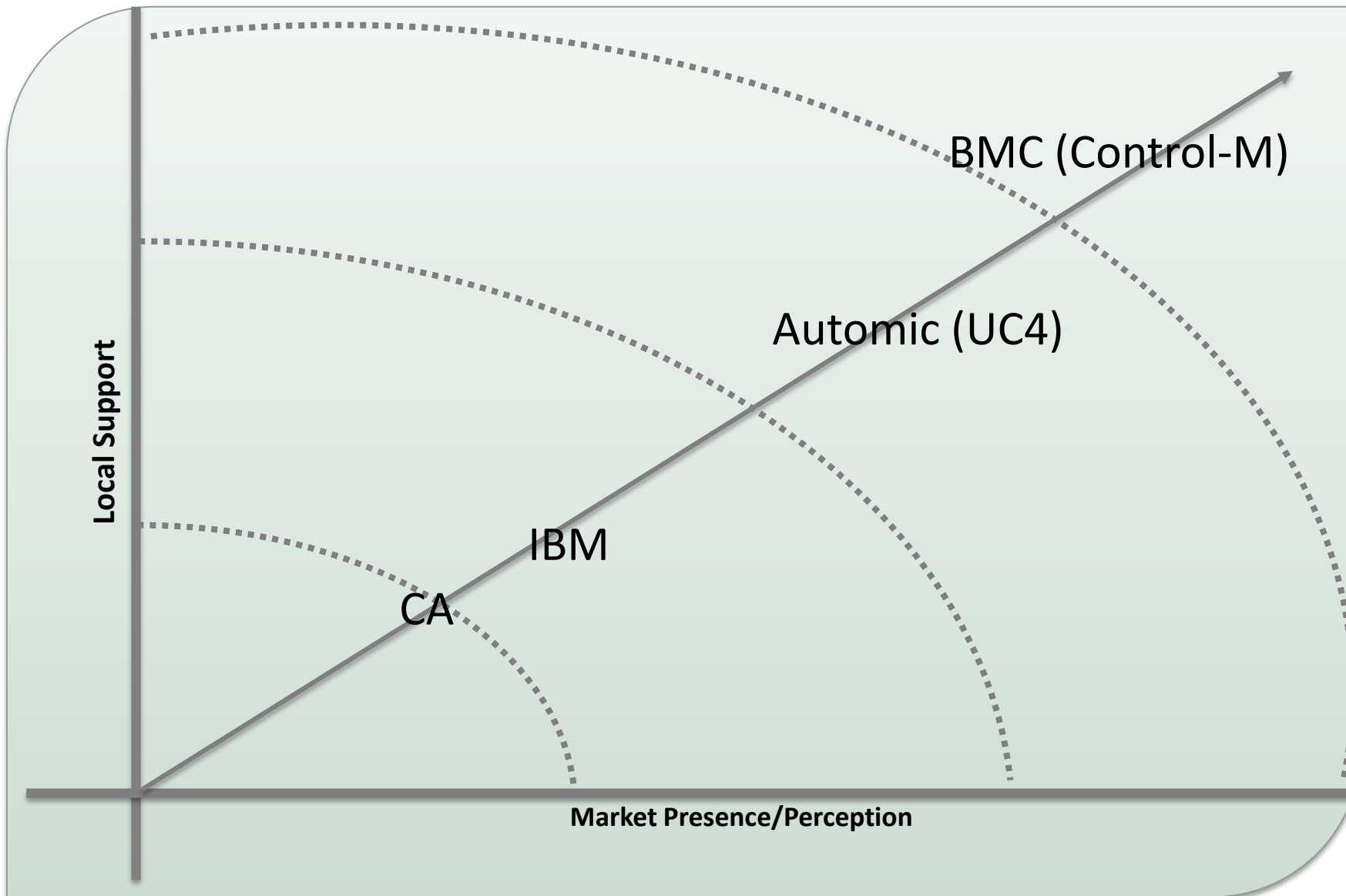
OLTP Open DBMS - Israeli Market Positioning 1Q15



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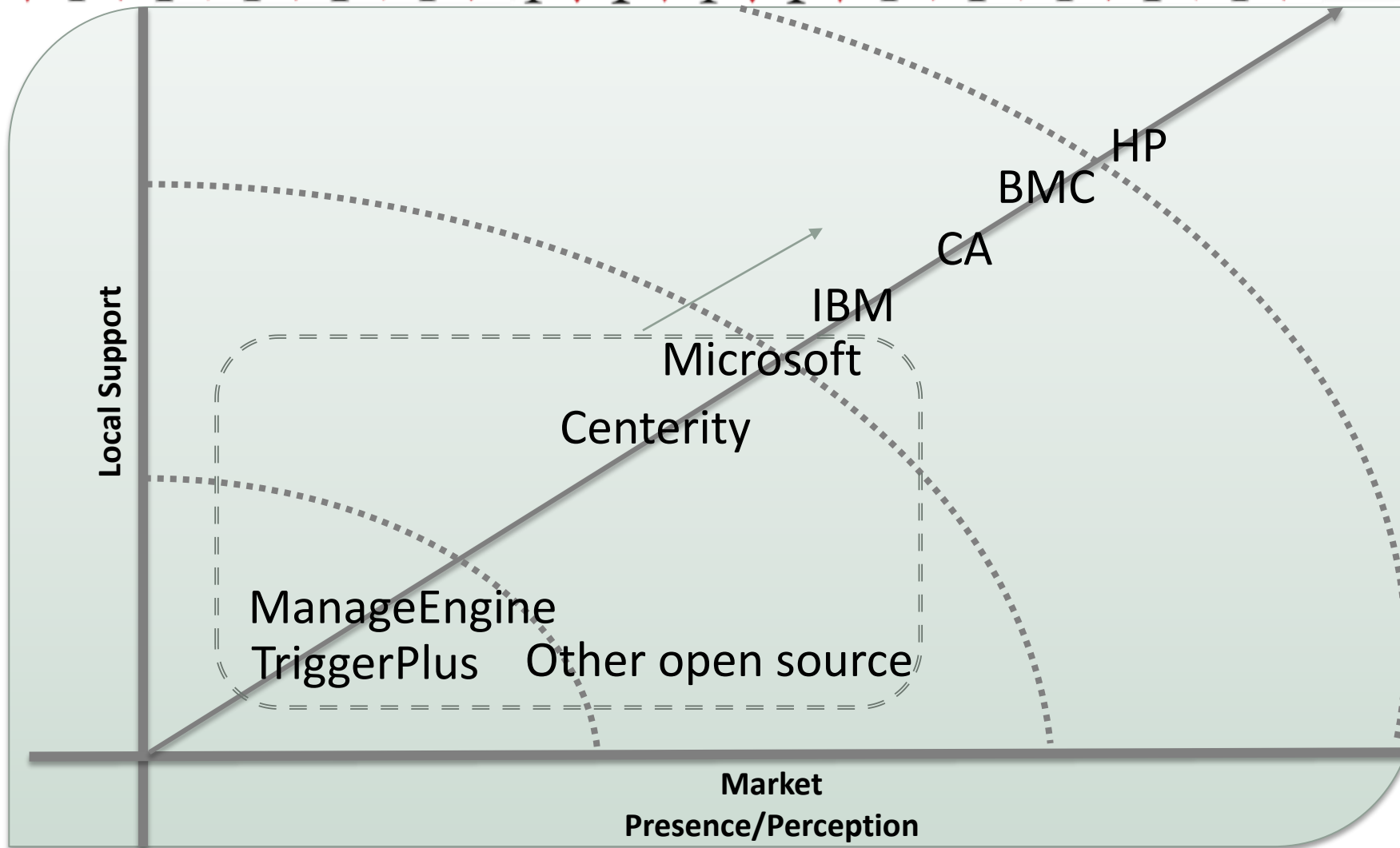
* OLTP DBMS might merge with in memory DBMS

Enterprise Job Scheduling (Open) - Israeli Market Positioning 1Q15



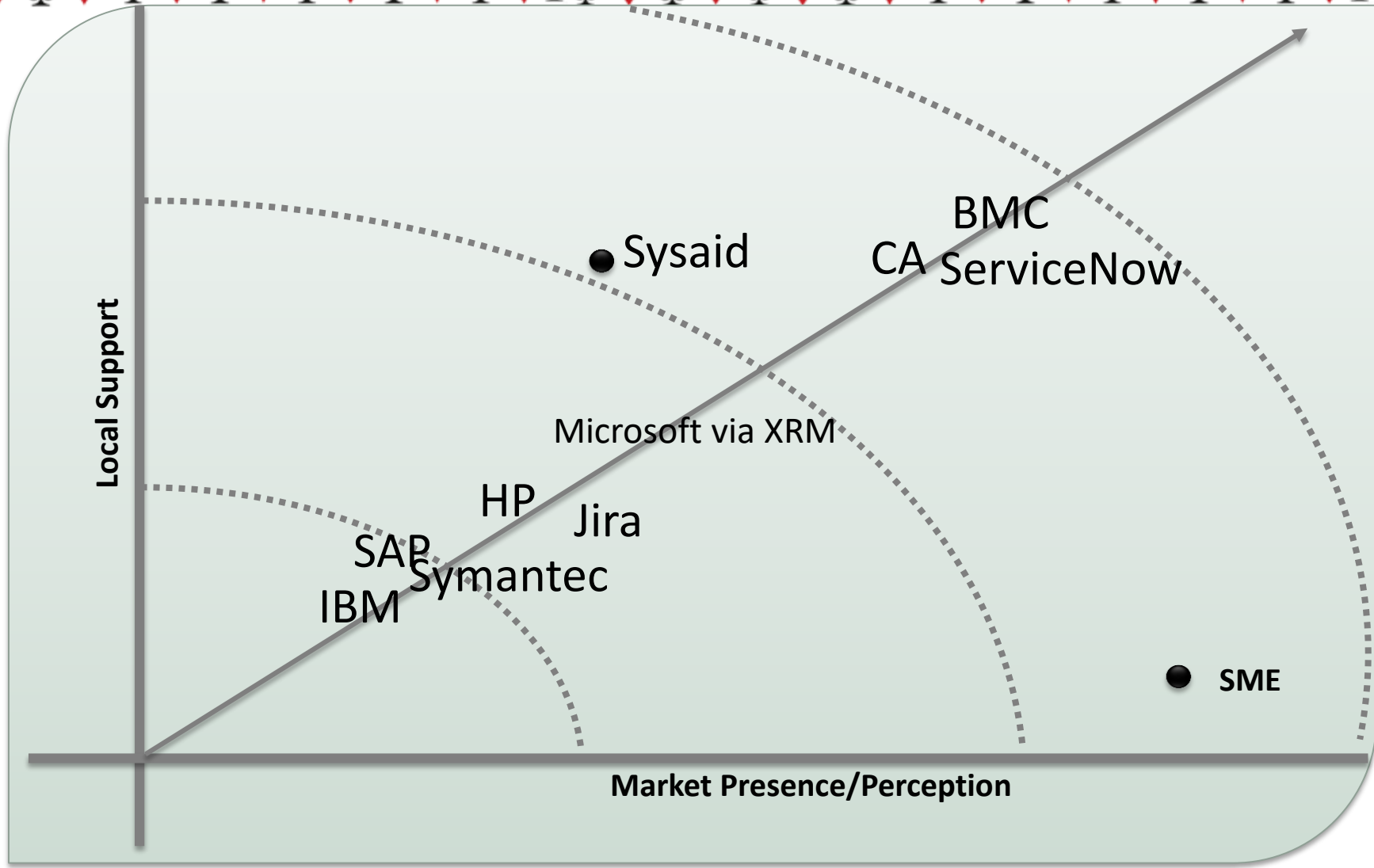
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Enterprise System Management Frameworks (Open) - Israeli Market Positioning 1Q15



This analysis should be used with its supporting documents

Service Desk - Israeli Market Positioning 1Q15

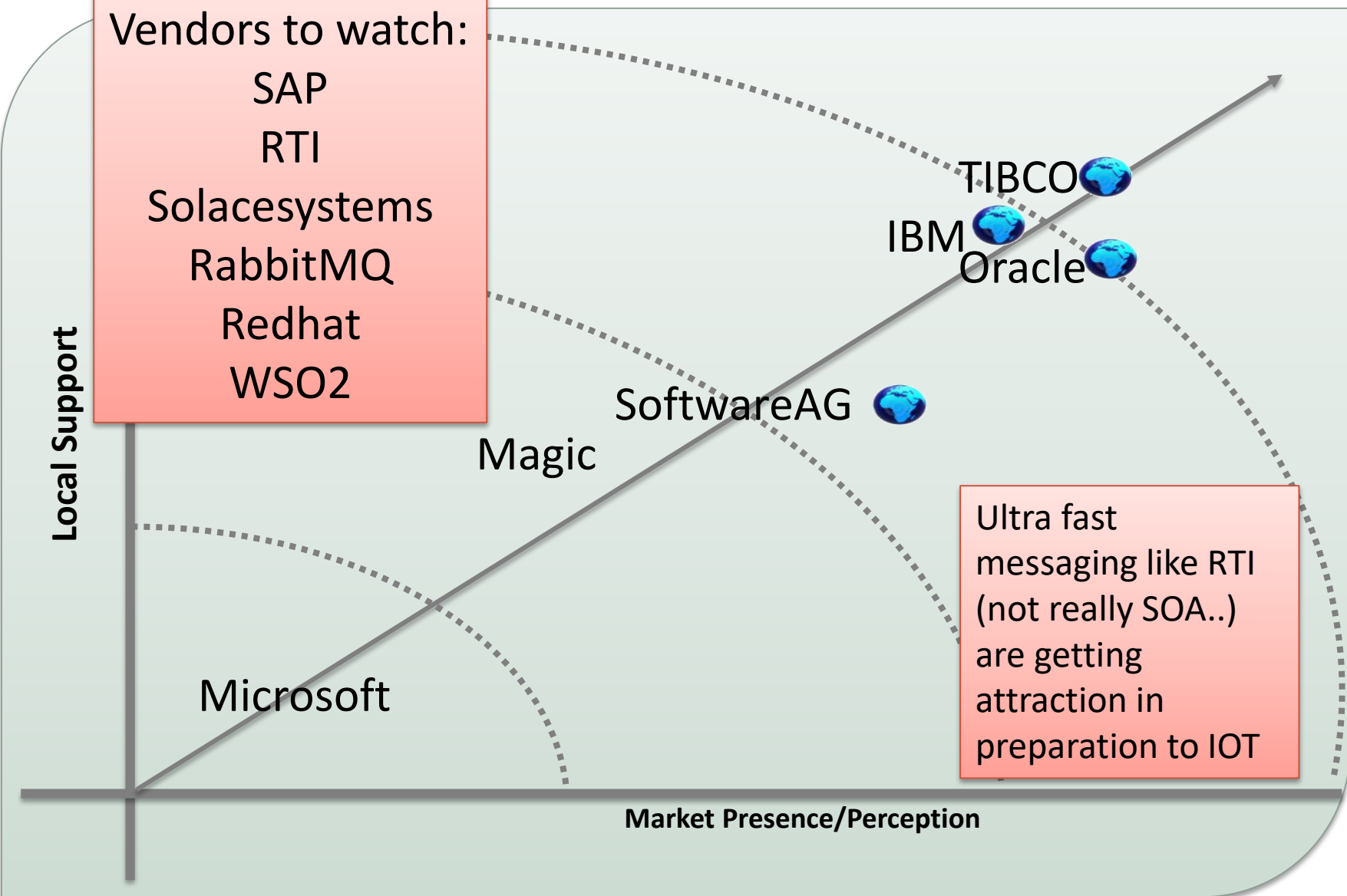


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SOA infrastructure - Israeli Market Positioning 1Q15



 Worldwide Leader



Technology to watch:
HW solutions for high performance message routing like Layer7 or IBM's Datapower

This analysis should be used with its supporting documents