

Top 5 Vendors, Worldwide Storage Software Revenue, Fourth Quarter of 2007 (Revenues are in Millions)

Vendor	4Q07 Revenue	4Q07 Market Share	4Q06 Revenue	4Q06 Market Share	4Q07/4Q06 Revenue Growth
EMC	\$755	26.0%	\$716	27.5%	5.4%
Symantec	\$518	17.9%	\$446	17.1%	16.0%
IBM	\$363	12.5%	\$312	11.9%	16.4%
NetApp	\$241	8.3%	\$191	7.3%	26.3%
Hewlett-Packard	\$152	5.2%	\$138	5.3%	10.0%
Others	\$871	30.0%	\$805	30.9%	8.3%
All Vendors	\$2,899	100.0%	\$2,607	100.0%	11.2%

Source: IDC Worldwide Quarterly Storage Software Tracker, March 2008

The full year 2007 results resembled those in the fourth quarter: EMC held the top market position with 25.8% revenue share, followed by Symantec and IBM with 17.7% and 13.9% revenue share, respectively. NetApp and HP rounded out the top 5 with 8.1% and 4.8% revenue share, respectively.

Top 5 Vendors, Worldwide Storage Software Revenue, Full Year 2007 (Revenues are in Millions)

Vendor	2007 Revenue	2007 Market Share	2006 Revenue	2006 Market Share	2007/2006 Revenue Growth
1. EMC	\$2,825	25.8%	\$2,673	27.0%	5.7%
2. Symantec	\$1,930	17.7%	\$1,790	18.1%	7.8%
3. IBM	\$1,418	13.0%	\$1,209	12.2%	17.3%
4. NetApp	\$887	8.1%	\$656	6.6%	35.1%
5. Hewlett-Packard	\$521	4.8%	\$519	5.2%	0.5%
6. CA	\$483	4.4%	\$465	4.7%	3.9%
Other	\$2,867	26.2%	\$2,594	26.2%	10.5%
All Vendors	\$10,932	100.0%	\$9,907	100.0%	10.4%

Source: IDC Worldwide Quarterly Storage Software Tracker, March 2008

Notes: Starting in Q2 2007, IBM is reported as the combined entity of IBM and Softek.

Taxonomy Note: IDC has updated its storage software taxonomy to reflect changes in the market over the last several years. The storage software taxonomy includes eight functional markets: data protection and recovery, archive and hierarchical storage management (HSM) (including email archiving), storage replication, storage management, storage device management, storage infrastructure, file system, and "other".

IDC's *Worldwide Quarterly Storage Software Tracker* is a quantitative tool for analyzing the global storage software market. This Tracker counts new license and maintenance revenues quarterly and provides data segmentations by vendor, submarket, functional product family, and region. It further characterizes the storage resource management (SRM) and storage replication markets by the execution location of the software within the host, fabric, appliance or