# STATISTICS

## High-end Unix on the rise

In the high-end server market, open servers are gaining against the mainframe giants, meaning a global shift from mainframe servers to Unix servers in recent years. Last year that trend slowed because of uncertainty over the near-term economic future, and that helped slow the slide of mainframe shipments in Japan.

Statistics from Gartner Japan's Dataquest show that Japan kept its No.1 position in the mainframe market, both in number of units and yen-denominated revenue.

The reluctance of Japanese firms to switch to Unix is often attributed to their focus on stability and existing support infrastructure through the likes of Fujitsu. But demand for high-end open servers (over ¥100 million, including Unix servers and PC servers) rose significantly from 2000 to 2001, while high-end mainframes struggled to grow (see chart on the facing page).
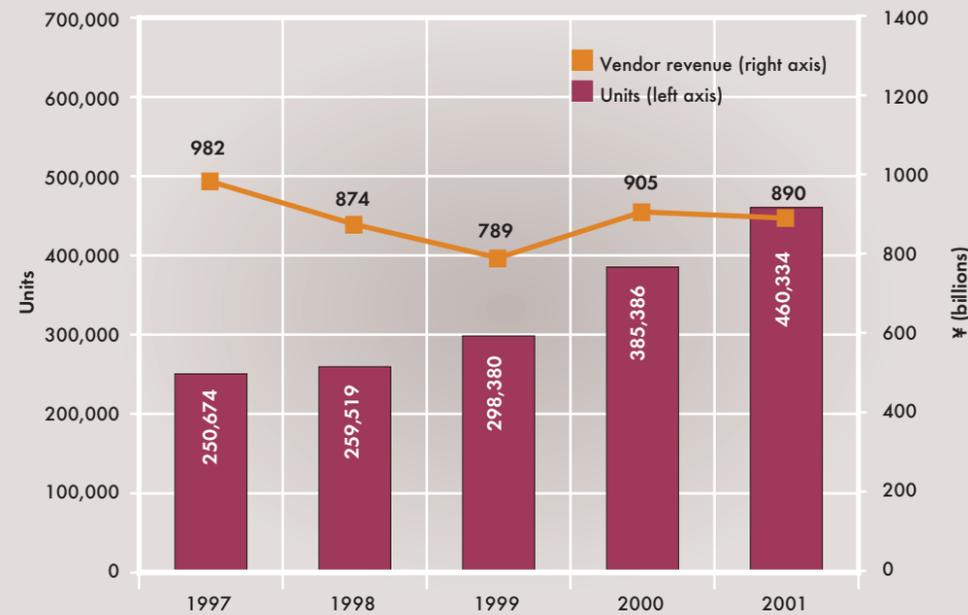
Sun Microsystems sold the most Unix servers in Japan last year, while HP was the No. 1 seller in terms of revenue. Sun was more dependent on dotcom firms, and was harder hit financially by the implosion of the Net-based economy.

But the distinguishing feature in Japan's server market, according to Tadaaki Mataga, senior analyst at Dataquest, is the rapid rate of growth in Unix servers. In 2001, the mainframe market leader Fujitsu was also in third place in the Unix market. IBM also saw good results in both 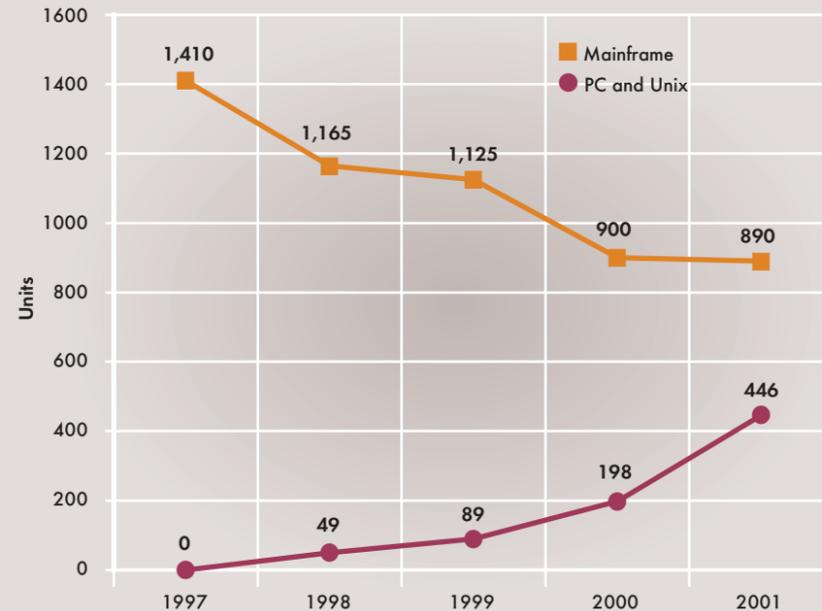the mainframe and Unix server markets in 2001. According to Mataga, Big Blue is preparing for the changeover from mainframe to Unix, but still needs to keep current mainframe users because the mainframe revenue stream is still in full flow.
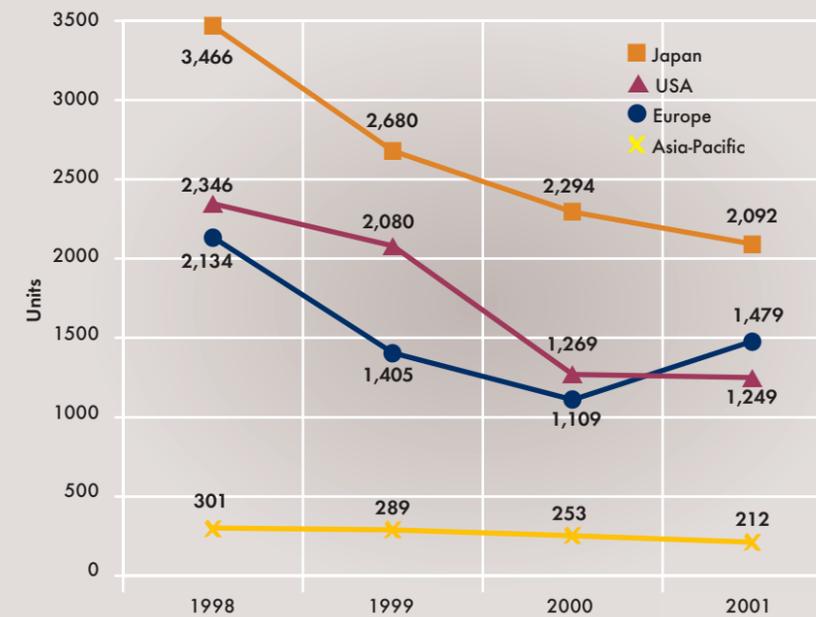
Source: Gartner Dataquest (February 2002)
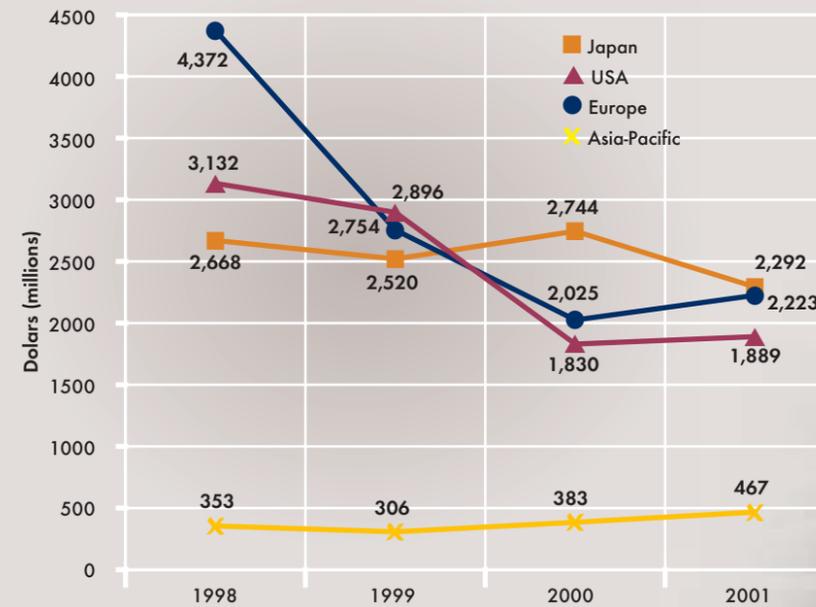
### Japan server market shipments and revenue



### Server shipments in Japan (over ¥100m)



### Mainframe shipments by region



### Mainframe revenue by region ($m)



### Vendor market share in units

| Mainframe | | Unix | |
|---|---|---|---|
| Fujitsu | 37.2% | Sun | 52.6% |
| NEC | 20.4% | HP | 16.1% |
| Hitachi | 17.3% | Fujitsu | 11% |
| IBM | 17.1% | IBM | 8.8% |
| Unisys | 8.0% | NEC | 3.7% |
| others | 0.0% | others | 7.8% |

### Vendor market share in revenue

| Mainframe | | Unix | |
|---|---|---|---|
| Fujitsu | 31.9% | HP | 29.7% |
| IBM | 28% | Sun | 28.4% |
| Hitachi | 18% | IBM | 14.2% |
| Unisys | 12.5% | Fujitsu | 11.9% |
| NEC | 9.6% | SGI | 8.1% |
| Others | 0% | Others | 7.7% |

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Note: All statistics apply to Japan unless otherwise noted.