

Gartner Dataquest Says Worldwide Workstation Shipments Declined For the First Time in 2001

SAN JOSE, Calif., January 30, 2002 - Worldwide workstation shipments totaled 1.4 million in 2001, an 11.2 percent decline from 2000, according to preliminary results from Dataquest Inc., a unit of Gartner, Inc. (NYSE: IT and ITB). In 2000, workstation shipments surpassed 1.6 million units. The year 2001 marks the first time in the history of the workstation market that the industry experienced a decline in shipments from the previous year.

"The workstation market remains fundamentally weak, although it might have bottomed out in the third quarter of 2001 after four consecutive declines," said Pia Rieppo, principal analyst covering workstations for Gartner Dataquest's Computing Platform Worldwide group. "The depressed economy, the lack of key new technology drivers and cautious buying behavior have all made the workstation market recovery tough. We believe there are still a few quarters to go before the workstation market regains its momentum."

Dell extended its lead as the No. 1 vendor in worldwide workstation shipments, as its market share grew to 32.4 percent (see Table 1). IBM was the only other top 5 vendor in 2001 to experience an increase in shipments from the previous year.

Table 1
Preliminary Worldwide Workstation Vendor Unit Shipment Estimates for 2001 (Units)

Company	2001 Shipments	2001 Market Share (%)	2000 Shipments	2000 Market Share (%)	Growth (%)
Dell	467,120	32.4	381,673	23.5	22.4
Sun Microsystems	283,298	19.6	336,367	20.7	-15.8
Compaq	200,715	13.9	239,236	14.7	-16.1
IBM	181,306	12.6	178,901	11.0	1.3
Hewlett-Packard	166,667	11.5	291,585	17.9	-42.8
Others	144,472	10.0	198,109	12.2	-27.1
Total Market	1,443,578	100.0	1,625,871	100.0	-11.2

Source: Gartner Dataquest (January 2002)

While workstation shipments in the United States seemed to have ramped up in the third quarter of 2001, fourth quarter preliminary results revealed a trend in the opposite direction.

"The slight bump in the United States in the third quarter of 2001 was described as the '9-11 bubble,' and the bubble has already burst," said Serena Hsu, industry analyst covering workstations for Gartner Dataquest's Computing Platform Worldwide group. "We believe U.S. shipments will fall under 160,000 units once fourth quarter 2001 numbers are finalized. The U.S. workstation market will hit a three-year low in unit shipments if this becomes the case."

These results are preliminary. Final statistics will be available soon to clients of Gartner Dataquest's Workstations Quarterly Statistics Worldwide program. This program offers a comprehensive, global market information service that analyzes and documents the

workstation industry. To subscribe to this program, please call 408-468-8000. Reports can be purchased on the Internet at www.gartner.com.

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