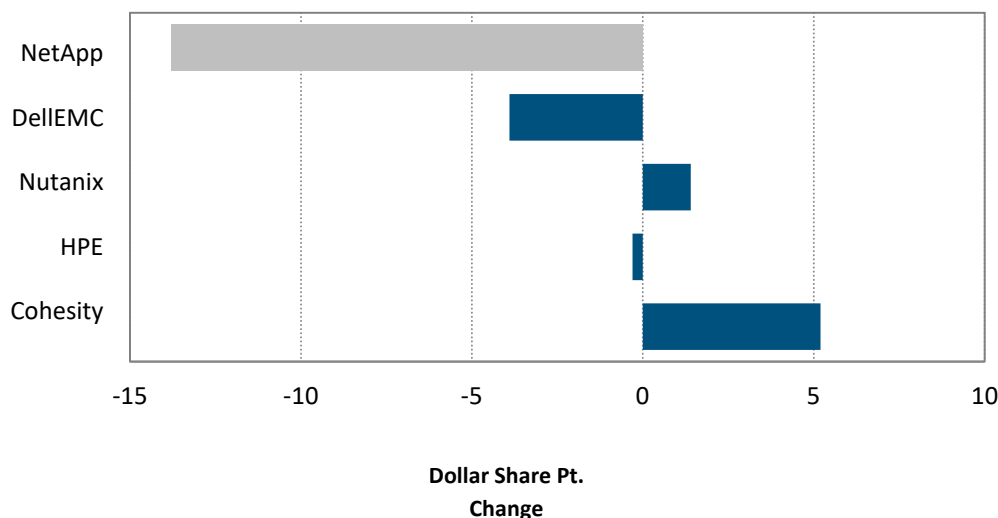


# Storage Utilities and Management Software

Storage utilities and management software dollar sales grew 10% in Q4 2019 versus year ago, as a result of ASPs increasing 25%. At the same time, this increase in price drove down unit sales -12%, losing an incremental -1.9M units. While NetApp was the category leader, owning 4 of the top 10 SKUs based on unit sales, the vendor lost -14 dollar share points in Q4 2019 versus year ago.

Since entering the category in 2018, Cohesity has continued to gain dollar share in Q4, gaining 5 share points in Q4 2019. Despite this growth in share, Cohesity does not have a model on the top 10 list, but is seeing growth due to its DataPlatform Virtual Edition, which brings the benefits of a core data center to remote and branch office locations by consolidating data and workloads on a single virtual appliance. Cohesity and Nutanix were the only top vendors to gain dollar share in Q4 19.

**Storage Utilities and Management**  
Q4 2019 v. Prior Year Dollar Share Pt. Change



Source: The NPD Group/Distributor Track® and Reseller Tracking Service, U.S. (overlap removed)