

IBM, Veritas and Quest Soar in Database Administration Market

Abstract of August 2002 Gartner Report

In an August 6, 2002 report entitled "IBM, Veritas and Quest Soar in Database Administration Market," analyst Norma Schroder of Gartner reports on the state of the DBA software market through yearend 2001. Overall market growth has been 3% over three years to \$1.218 billion (USD) in 2001, with mainframe DBA software holding 58% market share. IBM's new DBA tools business (started September 2000) has caused an IBM share jump from single digits to about 55% on the mainframe. Quest has grown from single digits to 20% for distributed tools. BMC share overall has dropped from 47% to 25% over three years. Quest doubled its share to 18% for distributed DBA software. Oracle has dropped from 90% to 72% over three years as the lead DBMS driver for DBA software sales.

Gartner focuses on tools in three categories: (a) availability and performance, (b) back-up and recovery, and (c) database change and configuration. DBA software revenue in the change and configuration category is decreasing as more of these enhancements are being built into DBMSes.

Statistics on total worldwide market share for DBA software: IBM is Number 1 with 34.9% share, Number 2 is BMC with 23.8%, and Oracle in Number 3 with 8.5%.

Statistics on mainframe DBA software market share: IBM is Number 1 with 54.4% share, Number 2 is BMC with 32.7%, followed by Number 3 CA with 5.4%.

Statistics on distributed DBA software market share: Number 1 is Oracle with 20.2% share (but down about 8 points from 2000), Number 2 is Veritas with 18.1%, and Number 3 is Quest with 18.0%.

Gartner believes the majority of customers are better off after IBM split off DBA tools from the DBMS on the mainframe. Gartner also credits Quest Central support for DB2® on distributed platforms for most of DB2's share growth from 2% to 13% as a DBMS driving DBA software revenue. This share growth exceeds that of Microsoft SQL Server (6% to 10%). Finally, Gartner forecasts an overall DBA software growth rate (CAGR) of 3.5% from 2001 through 2006 (comprised of 0.0% for mainframe, 7.6% for distributed). Regarding IBM, Gartner predicts continued mainframe share growth and warns others to be on alert as IBM enters the distributed DBA tools market.

Ask your IBM marketing representative for more information about this report, or go to www.gartner.com and type Schroder into the Search Research box. Scroll down in the Search Results box to "IBM, Veritas and Quest Soar in Database Administration Market Executive Summary." Registered Gartner clients sign in; for non-clients the purchase price of the report is \$1295.