

## Dell Consumer Business Plummet (Unlike Enterprise)

Written by Marco Attard  
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Dell sees a -8% Y-o-Y decline in fiscal Q2 2013 revenues reaching \$14.5 billion, with EMEA revenues dropping by -7% Y-o-Y due to the current economic situation and further drops in desktop and mobile computing sales.



The Dell Consumer business is the worst hit-- revenues reach \$2.6bn with a 22% Y-o-Y decline.

The company does not appear to be giving up entirely on consumer devices... yet. Speaking at the Q2 investors call CFO Brian Gladden promises we will "see new Windows 8 ultrabooks, all-in-one tablets and converged devices in Q4 and headed into 2013."

No details on what kind of devices Dell will sell are available (or rather, what Gladden means by "all-in-one tablets"), but one can safely assume the company will launch both regular tablets and hybrid tablet-ultrabook devices.

Unlike [Acer's J.T. Wang](#) , Gladden sounds positive ("there clearly are opportunities for us" he says) on Microsoft entering the tablet hardware business. Then again, [Dell is on the initial Windows RT OEM partner list...](#) unlike Acer.

Dell earnings are more positive in the enterprise segment-- Enterprise Solutions and Services revenues now total over 50% of Dell margin and around 30% of revenue, reaching \$4.9bn with 6% Y-o-Y growth.

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Server and networking revenue grows by 14% Y-o-Y, while Large Enterprise revenue drops by -3% Y-o-Y to \$4.5bn.

The company describes the results as "consistent with its strategy" as it shifts away from selling mere PCs to enterprise solutions.

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