# Building the cloud: Webscale network supply chain analyzer

### About the report:

MTN Consulting's "Webscale Network Supply Chain Analyzer" tracks technology spending in this sector by digging deep into the webscale-related supply chains of each operator. The Analyzer tracks contracts/deals between WNOs and technology vendors across eight product categories, and provides detail on type of relationship and nature of deal. The goal is to provide a comprehensive view of the competitive landscape facing vendors who aim to sell or partner with webscale operators.

### Scope of the report:

COVERAGE					
Total webscale companies covered: 12 Time s			Time series: Annua	I/Quarterly breakdown from 201	0 onwards Contracts included: 558
Alibaba	Fujitsu		Year	No. of contracts covered	Microsoft 155
Alphabet/Google	IBM		2010	5	Apple 86
Amazon	JD.com		2011	2	Amazon 67
Apple	Microsoft		2012	4	Alphabet/Google
Baidu	Oracle		2013	14	Facebook 53
Facebook	Tencent		2014	11	Baidu 44
		·	2015	17	Alibaba 38
			2016	56	Tencent 35
			2017	191	Others 18
			2018	147	
			2019	109	

### Key sections:

#### **Contracts Summary Dashboard**

Select Operator: Baidu						
Select Year: 2019						
racts Summary: Baidu						
ply chain database tracks the commercial relationships driving websca	le network operators' technology strategies. The focus is on netwo	rk infrastructure and cloud connectivity. Baidu accounts for 44 of the total 5	559 entries in the databa	ase.		
		1				
				Contracts by qua	rter, Baidu: 201	9
Baidu capex and vendor contracts, 2011-2019*	Contracts by product, Baidu: all years (44)	Top vendors, all years: Baidu				
	Servers and server processors 30	Intel 6				
1,400 12		Intel 6 NVIDIA 5			5	
51,400 12 51,200 10 1000 10	Servers and server processors 30 Cloud software & services 5	Intel 6 NVIDIA 5 Huawei 4			5	
11,400 11,200 300 900 900 900 900 900 900 900 900 9	Servers and server processors 30 Cloud software & services 5 pfical components and systems 2	Intel 6 NVIDIA 5	3		5	3
11,400 12 11,230 10 10,000 6 5000 6 5000 0 0	Servers and server processors 30 Cloud software & services 5 pical components and systems 2 IoT Solutions 2	Intel 6 NVIDLA 5 Huavel 4	3		5	3
11,400 12 11,200 10 10,000 10 5000 10 5000 10 10	Servers and server processors 30 Cloud software & services 5 pfical components and systems 2	Intel Semiconducton NCP Semiconducton AMD 3 AMD 2 2	3		5	3
11,400 12 11,200 1500 48 500 500 49 500 90 90 90 90 90 90 90 90 90 90 90 90 9	Servers and server processors 30 Cloud software & services 5 pical components and systems 2 IoT Solutions 2	Initial 6 NVIDIA 5 Huare 4 NUP Semiconductors 3 Xilon 3 Alon 3 Unitoper 2 CUALCOMM 2	3		5	3
51.400 12 51.200 10 50.000 60 5000 60 50 5000 60 50 50 50 50 50 50 50 50 50 50 50 50 50	Servers and server processors 30 Cloud software & services 5 Splical components and systems 2 Io T Soutions 2 Devices 2 2	Intel NVDA 5 NXP Semiconducton 3 NXP Semiconducton 3 AND 3 NXP Semiconducton 2 AND 2 CUALCOMM 2 Symmetric 1	3		5	3
\$1,400 12 \$1,200 16 \$1000 16 \$5000 16 \$500 16 \$500 16 \$200 1	Servers and server processon 30 Cloud software & services 5 Spical components and system 2 IoT Solutions 2 IP Infrastructure 1	Initial 6 NVIDIA 5 Huare 4 NUP Semiconductors 3 Xilon 3 Alon 3 Unitoper 2 CUALCOMM 2	3	0	5	3

#### **Dashboard Matrix – Quarterly View**

Contracts in 2019:	Baidu	Click on vendor nam	e in the dashboard	matrix below to hyperli	1k to source				Switch to		
	Relationship Type:	Supplier	Technology Partner	Contract Manufacturing	Joint R&D	Joint Investment	Business Cooperation	Other	'Annual View		
	1Q19		2Q19			3Q19			4Q19		
Servers & Server Processors	2019/xili brain-edd	/ww.xilinx.com/ne nx-technology-to- ge-ai-applications. follow. Click and h	power-baidu- html - Click			Huawei Inspur	intei	AMD	NVIDIA	Samsung Electronics	Xilinx
IoT Solutions	select thi										
Cloud Software & Services							intei				
IP Infrastructure											

### Dashboard Matrix – Historical (Annual) Timeline View

Select Operator	Select Produc	t Category						
Baidu 💌	Servers and server pro	ocessors 🔻 📐 🖪	Reset Data Labels					Quarterly View
		No	ote: Click on "Reset Data Label	s" button above to	make company names	appear or refresh stuck data i	in the graphic below	
		Baidu's vendo	or relationships in 'Servers	and server pr	ocessors' product o	ategory: All years		
	Supplier	• Technology partner	Contract manufacturing	<ul> <li>Joint R&amp;D</li> </ul>	<ul> <li>Joint investment</li> </ul>	Business cooperation	▲ Other	
							<ul> <li>NVIDIA</li> </ul>	• Xilinx
						QUALCOMM	<ul> <li>Xilinx*</li> </ul>	NVIDIA
						NXP Semiconductors	Lenovo*	Samsung Electronics
						NVIDIA	<ul> <li>Intel</li> </ul>	Inspur
						NVIDIA	<ul> <li>Intel</li> </ul>	AMD
						<ul> <li>AMD</li> </ul>	Intel	Huawei
	<ul> <li>Wistron Corp</li> </ul>	<ul> <li>Marvell Technology</li> </ul>				<ul> <li>Barefoot networks</li> </ul>	QUALCOMM	• Intel
	Quanta	ARM	Schneider Electric     I	luawei	NVIDIA	AMD	😑 Inspur	• Xilinx
	2012	2013	2014 2	2015	2016	2017	2018	2019

## **Related Reports:**

- 1. Webscale Supply Chain Developments in 2019
- 2. Webscale Network Operators: 3Q19 Market Review