Building the cloud: Webscale network supply chain analyzer
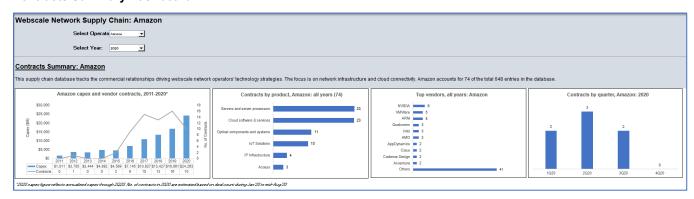
About the report:

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

WNOs covered: 12

Alibaba	Fujitsu
Alphabet/Google	IBM
Amazon	JD.com
Apple	Microsoft
Baidu	Oracle
Facebook	Tencent

Timeframe: 2010-August 2020

Year	No. of contracts
2010	5
2011	2
2012	4
2013	14
2014	11
2015	17
2016	56
2017	191
2018	147
2019	109
2020 YTD	90

Contracts included: 648

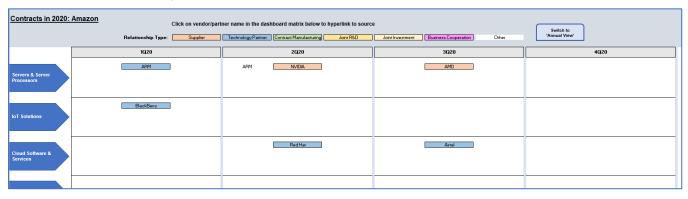| Vendor	Contracts
Microsoft	179
Apple	92
Amazon	74
Alphabet/Google	80
Facebook	60
Baidu	53
Alibaba	42
Tencent	43
Others	25

Key sections:
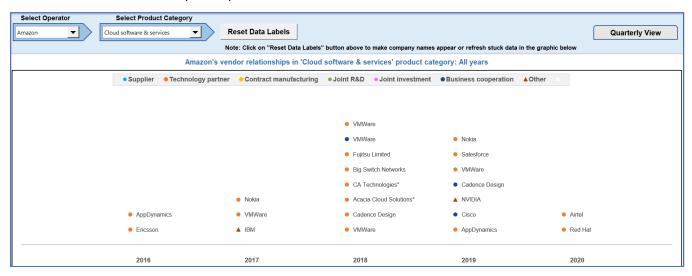
Contracts Summary Dashboard

Dashboard Matrix – Quarterly View

Dashboard Matrix – Historical (Annual) Timeline View

Select Operator	Select Product Category		
Amazon ▾	Cloud software & services ▾	Reset Data Labels	**Quarterly View**

Note: Click on "Reset Data Labels" button above to make company names appear or refresh stuck data in the graphic below

Amazon's vendor relationships in 'Cloud software & services' product category: All years

● Supplier ● Technology partner ● Contract manufacturing ● Joint R&D ● Joint investment ● Business cooperation ▲ Other

	2016	2017	2018	2019	2020
			● VMWare		
			● VMWare	● Nokia	
			● Fujitsu Limited	● Salesforce	
			● Big Switch Networks	● VMWare	
			● CA Technologies*	● Cadence Design	
		● Nokia	● Acacia Cloud Solutions*	▲ NVIDIA	
	● AppDynamics	● VMWare	● Cadence Design	● Cisco	● Airtel
	● Ericsson	▲ IBM	● VMWare	● AppDynamics	● Red Hat

Related Reports:

1. **[Webscale Playbook: Tencent](#)**
2. **[Webscale Network Operators: 1Q20 Market Review](#)**
3. **[Commentary: Webscale Capex in 1Q20](#)**