

# 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**                      **Timeframe: 2010-August 2020**                      **Contracts included: 648**

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

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

**Top Vendors by Contract Count:**

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

## Key sections:

### Contracts Summary Dashboard

**Webscale Network Supply Chain: Amazon**

Select Operator: Amazon      Select Year: 2020

**Contracts Summary: Amazon**

This supply chain database tracks the commercial relationships driving webscale network operators' technology strategies. The focus is on network infrastructure and cloud connectivity. Amazon accounts for 74 of the total 648 entries in the database.

**Amazon capex and vendor contracts, 2011-2020\***

Year	Capex (\$B)	No. of Contracts
2011	\$1,811	0
2012	\$3,790	1
2013	\$3,444	0
2014	\$4,892	0
2015	\$4,589	2
2016	\$7,146	9
2017	\$10,827	15
2018	\$13,427	13
2019	\$16,851	16
2020	\$24,263	10

**Contracts by product, Amazon: all years (74)**

Product Category	No. of Contracts
Servers and server processors	23
Cloud software & services	23
Optical components and systems	11
IoT Solutions	10
IP Infrastructure	4
Access	3

**Top vendors, all years: Amazon**

Vendor	No. of Contracts
Others	41
NVIDIA	6
VMware	5
ARM	5
Qualcomm	3
Intel	3
AMD	3
AppDynamics	2
Cisco	2
Cadence Design	2
Accenture	2

**Contracts by quarter, Amazon: 2020**

Quarter	No. of Contracts
1Q20	2
2Q20	3
3Q20	2
4Q20	0

\*2020 capex figure reflects annualized capex through 2Q20. No. of contracts in 2020 are estimated based on deal count during Jan 20 to mid-Aug 20.

### Dashboard Matrix – Quarterly View

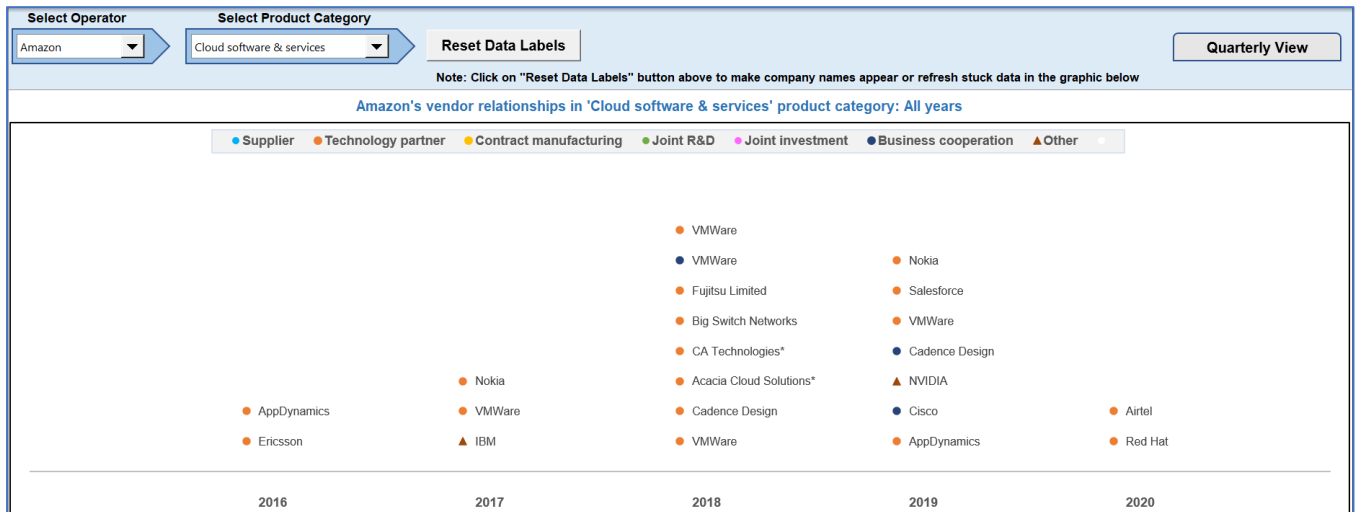
**Contracts in 2020: Amazon**

Click on vendor/partner name in the dashboard matrix below to hyperlink to source

Relationship Type: Supplier Technology Partner Contract Manufacturing Joint R&D Joint Investment Business Cooperation Other      Switch to 'Annual View'

	1Q20	2Q20	3Q20	4Q20
<b>Servers &amp; Server Processors</b>	ARM	ARM, NVIDIA	AMD	
<b>IoT Solutions</b>	BlackBerry			
<b>Cloud Software &amp; Services</b>		RedHat	Axcel	

## Dashboard Matrix – Historical (Annual) Timeline View



### Related Reports:

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