

ITscope

Who will be on the podium
at the halfway point?

ITscope market barometer
Q2 2022



Our IT market barometer

Dear customers & followers,

our aim is to keep you up to date and informed about the current reseller demand for ITC products as well as top sellers and product highlights. Get a neutral and unbiased insight based on real clicks from our users on products from different categories – and the perfect ITC market overview.

News from the past quarter:

Maverick buying - how you can get a grip on 'wild procurement'

Does this sound familiar to you? Individual departments order products without involving the purchasing department in the process, creating chaos and spiralling internal costs. Especially in the ITC sector, these types of **uncoordinated procurement processes** are anything but the exception. Read our blog article to find out more about so-called maverick buying and **how you can best avoid 'wild procurement'**.

New distributors

You can now order from a total of **six new suppliers** on the ITscope platform. In addition to **five German distributors, TOMA IMPEX S.A.R.L. from France** also joined the platform last quarter.

Webinar "What you always wanted to know about used software but never thought to ask"

Our joint webinar with **MRM Distribution** took place at the end of June, during which we debunked the most common prejudices **surrounding the topic of pre-owned software**. We also showed you what added value you can gain from **trading used software** - watch the recording (in German) now!

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Hottest Player:

Ubiquiti UniFi U6-PRO



01 Highflyer: Top 30 of the newcomers

Rank Q2 22	Listed since	Products (Manufacturer / product name / mfr's no.)	Total clicks
01	07.01.22	Ubiquiti UniFi U6-PRO	1485
02	09.03.22	Apple iPhone SE, 128GB, black, MMXJ3ZD/A	1063
03	09.03.22	Apple 10.9-inch iPad WIFI, 64GB, grey, MM9C3FD/A	982
04	26.02.22	Dell P2723D, 27", 1440p, 350cd/m²	678
05	02.04.22	Dell WD22TB4, Dockingstation, TB4, USB-C 3.2 Gen2, DP1.4, GigE	663
06	09.03.22	Apple Mac Studio, M1 Max, 32GB, 512GB SSD, 10GigE, MJMV3D/A	596
07	29.01.22	WD Red Plus NAS HDD, 8TB, WD80EFZZ	509
08	12.01.22	ASUS Dual GeForce RTX 3050 OC Edition, 8GB, 128Bit, 90YV0HH0-M0NA00	448
09	18.02.22	HPE ProLiant DL20 Gen10 Plus High Performance, 1U, Xeon E-2336, P44115-421	372
10	05.03.22	AMD Ryzen 7 5800X3D, 8-Core, SMT, AM4, 7nm, 105W, 100-100000651WOF	330
11	10.03.22	HP network adapter, USB-C, GigE, V7W66AA#AC3	322
12	09.03.22	Apple Magic Mouse, black, MMMQ3Z/A	272
13	04.03.22	Brother MFC-J6940DW, A3, 25ppm, MFCJ6940DWRE1	226
14	12.01.22	Gigabyte B660 GAMING X DDR4, LGA1700, ATX, 2,5 GigE	169
15	21.01.22	Canon PIXMA TS705a, Duplex, 15ppm, 3109C026	153

Hottest Player:

Ubiquiti UniFi U6-PRO



01 Highflyer: Top 30 of the newcomers

Rank Q2 22	Listed since	Products (Manufacturer / product name / mfr's no.)	Total clicks
16	09.03.22	Apple iPhone Backcover, black, MN6E3ZM/A	136
17	15.02.22	Intel Next Unit of Computing 11 Essential Kit, Pentium silver N6005, BNUC11ATKPE0002	124
18	21.01.22	QNAP TS-873AeU-RP, 8-Bay, 2,5 GIGe, TS-873AEU-RP-4G	110
19	22.01.22	HPE Instant On, Transceiver, 10GBase-SR, R9D18A	103
20	16.02.22	Crucial DDR5, 32GB, 4800 MHz, SO-DIMM, CT32G48C40S5	98
21	30.03.22	Microsoft SQL Server 2019 Standard, DG7GMGF0FX9:0003	92
22	16.04.22	DJI Mini3 Pro + SC, 929419	91
23	01.03.22	AVM FRITZ! DECT 302, 20002961	83
24	08.06.22	Apple MacBook Pro 13, M2, 8GB, 256GB, MNEH3D/A	81
25	17.05.22	Sony WH-1000XM5, ANC, BT, USB-C, 30h, WH1000XM5B.CE7	77
26	13.01.22	LG 32", FHD, HDR, 16:9, 32LQ63006LA	71
27	03.02.22	Fujitsu fi-8170, 600x600 dpi, PA03810-B051	63
28	02.04.22	Xiaomi Roborock S7 MaxV Plus, S7MP52-00	51
29	12.04.22	Microsoft Windows Server 2022 RDS, 6VC-03967	46
30	28.01.22	HPE StoreEver 45000, Ultrium9 (12TB/30TB), SAS-2, external, BC042A	42

02 TFTs

Rank Q2 22	Rank Q1 22	Products (Manufacturer / product name / mfr 's no.)	Total clicks
01	01	Dell P2419H	8156
02	02	HP E24 G4, 9VF99AA#ABB	2254
03	04	Lenovo ThinkVision T24i-2L, 62B0MAT2EU	1909
04	06	Samsung C34H890WGR, LC34H890WGRXEN	1862
05	11	Dell UltraSharp U2722D	1630
06	07	Dell P2722H	1572
07	14	HP E24i G4, 9VJ40AA#ABB	1498
08	10	Samsung Flip WM55R, LH55WMRWBGXEN	1380
09	03	HP E27 G4, 9VG71AA#ABB	1374
10	34	Dell C3422WE	1149
11	05	HP EliteDisplay E243m, 1FH48AA#ABB	1110
12	12	Samsung C49J890DKR, LC49J890DKRXEN	1100
13	09	Dell P2719H	1084
14	38	HP E27q G4, 9VG82AA#ABB	992
15	15	Lenovo ThinkVision T27i-10, 61C6MAT1EU	947

Hottest Player:

Dell P2419H



Hottest Player:

Apple iPhone 13,
128GB, midnight



03 Mobile phones

Rank Q2 22	Rank Q1 22	Products (Manufacturer / product name / mfr's no.)	Total clicks
01	02	Apple iPhone 13, 128GB, midnight, MLPF3ZD/A	3770
02	01	Apple iPhone SE, 64GB, black, MHGP3ZD/A	2187
03	06	Apple iPhone 13 Pro Max, 256GB, grey, MLLA3ZD/A	1473
04	03	Samsung Xcover 5 Enterprise, 64GB, black, SM-G525FZKDEEB	1320
05	77	Apple iPhone SE (3rd generation), 128GB, black, MMXJ3ZD/A	1063
06	52	Apple iPhone SE (3rd generation), 64GB, black, MMXF3ZD/A	1011
07	05	Apple iPhone 12, 128GB, black, MGJA3ZD/A	971
08	10	Apple iPhone 12, 64GB, black, MGJ53ZD/A	904
09	04	Apple iPhone 11, 64GB, black, MHDA3ZD/A	877
10	12	Apple iPhone 13 Pro, 128GB, graphite, MLV93ZD/A	808
11	08	Apple iPhone 13 mini, 128GB, Midnight Black, MLK03ZD/A	792
12	33	Samsung Galaxy S22 Ultra, 128GB, black, SM-S908BZKDEUB	659
13	26	Samsung Galaxy S21 FE 5G, 128GB, black, SM-G990BZADEUB	653
14	07	Samsung Galaxy A52s 5G, 128GB, black, SM-A528BZKDEUB	641
15	27	Samsung Galaxy A22 5G, 64GB, grey, SM-A226BZAUEUB	609

04 Tablets

Rank Q2 22	Rank Q1 22	Products (Manufacturer / product name / mfr 's no.)	Total clicks
01	01	Apple iPad Wi-Fi, 10,2", 64GB, grey, MK2K3FD/A	4092
02	03	Microsoft Surface Pro 8, i5, 16GB, 256GB, EIN-00020	2055
03	09	Samsung Tab A8, 10,5", WIFI, 32GB, grey, SM-X200NZAEEUB	1378
04	02	Microsoft Surface Pro 7+, i5, 8GB, 256GB, 1S3-00003	1178
05	06	Samsung Galaxy Tab S6 Lite, 64GB, grey, SM-P610NZAADBT	1091
06	106	Apple 10.9-inch iPad Air Wi-Fi (5. Gen.), 10,9", 64GB, grey, MM9C3FD/A	982
07	13	Apple iPad Wi-Fi + Cellular, 10,2", 64GB, grey, MK473FD/A	947
08	05	Apple iPad Pro Wi-Fi + Cellular, 12,9", 256GB, grey, MHR63FD/A	910
09	08	Microsoft Surface Pro 7+, 12,3", i5, 8GB, 256GB, 1NA-00003	790
10	04	Microsoft Surface Go 2, m3, 128GB, Silver, SUF-00003	766
11	40	Microsoft Surface Go 3, i3, 8GB, 128GB, Win11 Pro, 8VD-00003	759
12	14	Samsung GALAXY Tab Active, 8", 64GB, black, SM-T575NZKAEEB	696
13	25	Samsung Tab A8 10.5 LTE 32GB Gray - Apple A8, SM-X205NZAEEUB	688
14	170	Apple 10.9-inch iPad Air Wi-Fi + Cellular (5. Gen.), 10,9", 64 GB, grey, MM6R3FD/A	634
15	12	Samsung Galaxy Tab S7 FE, 64GB, 12.4", black, SM-T733NZKAEUB	590

Hottest Player:

Apple iPad Wi-Fi,
10,2", 64GB, grey



Hottest Player:

Lenovo ThinkPad E15
Gen 3 20YG, 15.6", R5,
16GB, 512GB



05 Notebooks

Rank Q2 22	Rank Q1 22	Products (Manufacturer / product name / mfr's no.)	Total clicks
01	13	Lenovo ThinkPad E15 Gen 3 20YG, 15.6", R5, 16GB, 512GB, 20YG009YGE	3994
02	01	Lenovo ThinkPad E15, 15.6", i5, 8GB, 256GB, 20TD0004GE	3329
03	04	Apple MacBook Air, 13.3", M1, 8GB, 256GB, MGN63D/A	3146
04	03	HP 450 G8, 15.6", i5, 8GB, 256GB, 2W1G6EA#ABD	2094
05	24	Microsoft Surface Laptop Studio, 14.4", i7, 16GB, 512GB, ABR-00030	1729
06	06	Dell Latitude 3520, 15.6", i3, 8GB, 256 GB, 4NRX2	1556
07	27	Apple MacBook Pro, 14.2", M1 Pro, 16GB, 1TB, MKGQ3D/A	1434
08	36	Lenovo ThinkPad L13 Yoga, 13.3", i7, 16GB, 512GB, 20VK0013GE	1065
09	30	Apple MacBook Pro, 14.2", M1 Pro, 16GB, 512GB, MKGP3D/A	1014
10	62	Lenovo V17 G2 ITL 82NX, 17.3", i7, 16GB, 512GB, 82NX00CTGE	959
11	51	Lenovo ThinkPad E15 Gen 2 20TD - Core i5 1135G7 / 2.4 GHz - Win 11 Pro 64-bit, 20TD00GSGE	871
12	09	Apple MacBook Pro, 13.3", Apple M1, 8GB, 256GB, MYD82D/A	820
13	47	HP ProBook x360 435 G8, 13.3", R7, 16GB, 512GB, 4K796EA#ABD	798
14	295	Lenovo ThinkPad E15 Gen 2 20TD, 15.6", i5, 8GB, 256GB, Win11 Pro, 20TD00NGE1	764
15	321	Fujitsu LIFEBOOK A3510, 15.6", i3, 8GB, 256GB, FPC04951BP	746

06 PC systems

Rank Q2 22	Rank Q1 22	Products (Manufacturer / product name / mfr 's no.)	Total clicks
01	01	Lenovo ThinkCentre M70q 11DT, i5 2GHz, 256GB SSD, 11DT003WGE	14513
02	02	HP ProDesk 400 G6, i5 2.3GHz, 256GB SSD, 23H19EA#ABD	2268
03	05	Lenovo ThinkCentre M70q 11DT, i5 2GHz, 512GB SSD, 11DT0043GE	1005
04	12	Dell OptiPlex 3090, i5 2.3GHz, 256GB SSD, XP8G2	888
05	78	Apple Mac Studio, USFF, M1 Max, 32GB, 512GB SSD, MJMV3D/A	596
06	20	Lenovo ThinkStation P350 30EF, i9 1.5GHz, 1TB SSD, 30EF000JGE	588
07	83	Dell OptiPlex 3090, SFF, i5 3.2GHz, 8GB, 256GB SSD, 1F2RX	563
08	30	HP Workstation Z2 Mini G5, i7 2.9GHz vPro, 16GB, 512GB SSD, 12M16EA#ABD	545
09	09	Lenovo ThinkCentre M70s 11EX, i5 2.9GHz, 256GB SSD, 11EX000LGE	544
10	08	Lenovo ThinkCentre M70q 11DT, i3 3GHz, 256GB SSD, 11DT003HGE	522
11	21	HP ProDesk 400 G6, i5 2.3GHz, 256GB SSD, 23H20EA#ABD	511
12	16	HP ProDesk 400 G6, i3 3GHz, 256GB SSD, 23H17EA#ABD	506
13	10	HP ProDesk 400 G6, i5 2.3GHz, 512GB SSD, 23H33EA#ABD	497
14	06	Lenovo ThinkCentre M70t 11EV, i5 2.9GHz, 512GB SSD, 11EV000WGE	492
15	46	Fujitsu ESPRIMO P5011, i5 2.9GHz, 8GB, 256GB SSD, VFY:P511EPC50MIN	436

Hottest Player:

Lenovo ThinkCentre M70q 11DT, i5 2GHz, 256GB SSD



Hottest Player:

Intel Core i7-12700K,
12-Core, 20 Threads,
3.60GHZ



07 Processors

Rank Q2 22	Rank Q1 22	Products (Manufacturer / product name / mfr´s no.)	Total clicks
01	03	Intel Core i7-12700K, 12-Core, 20 Threads, 3.60GHZ, BX8071512700K	1044
02	01	AMD Ryzen 7 5800X, 8-Core, 3,8 GHz, SMT, 100-100000063WOF	868
03	04	AMD Ryzen 5 5600X, 6-Core, 3,7 GHz, SMT, 100-100000065BOX	857
04	07	AMD Ryzen 9 5950X, 16-Core, 3,4 GHz, SMT, 100-100000059WOF	700
05	02	AMD Ryzen 5 5600G, 6-Core, SMT, APU, 3,9 GHz, 100-100000252BOX	661
06	08	Intel Core i9-12900K, 16-Core, 24 Thread, 3.20GHZ, BX8071512900K	654
07	10	Intel Core i7-11700K, 8-Core, HT, 3.6GHz, BX8070811700K	565
08	12	Intel Core i5 10400, 6-Core, 2,9 GHz, HT, BX8070110400	560
09	06	Intel Core i5 11400 2,6 GHz - Skt 1200, BX8070811400	532
10	05	AMD Ryzen 9 5900X, 12-Core, 3,7 GHz, SMT, 100-100000061WOF	524
11	14	Intel Core i3 10100, 4-Core, HT, 3,6 GHz, BX8070110100	506
12	32	AMD Ryzen ThreadRipper 3960X, 24-Core, SMT, 3.8GHz, 100-000000010	450
13	11	Intel Core i5-12400, 6-Core, HT, 2.5GHz, BX8071512400	443
14	61	AMD Ryzen ThreadRipper PRO 3975WX, 32-Core, SMT, 3.5GHz, 100-100000086WOF	405
15	29	Intel Xeon Gold 6226R, 16-Core, HT, 2.9GHz, CD8069504449000	387

Hottest Player:

Microsoft CSP Office
LTSC Standard 2021[P]

At a glance:

TOP!

These new from-zero-to-hero products have directly entered the top 15.

08 Managed Services

Rank Q2 22	Rank Q1 22	Products (Manufacturer / product name / mfr's no.)	Total clicks
01	01	Microsoft CSP Office LTSC Standard 2021[P], DG7GMGF0D7FZ:0002	101
02	04	Microsoft CSP Office LTSC Standard 2021 NP[P], DG7GMGF0D7FZ:0002	42
03	13	Microsoft CSP Windows Server U-CAL 2022[P], DG7GMGF0D5VX:0007	33
04	10	Microsoft CSP Exchange Server Standard U-CAL 2019 NP[P], DG7GMGF0F4MB:0004	32
05	03	Microsoft TERRA CLOUD CSP SQL Svr Std 2019[P], DG7GMGF0FKX9:0003	31
06	14	Microsoft CSP SQL Server Standard 2019 NP[P], DG7GMGF0FKX9:0003	27
07	08	Microsoft CSP Visual Studio Professional 2022[P], DG7GMGF0D3SJ:0003	26
08	17	TERRA SYNAXON IaaS Basic Umgebung- 20 User AD TS FS[M], 7030044	25
09	156	Microsoft CSP SQL Server D-CAL 2019 NP[P], DG7GMGF0FKZW:0002	23
10	19	Microsoft CSP Office LTSC Standard for Mac 2021[P], DG7GMGF0D7D1:0002	22
11	33	Microsoft CSP Windows Server DataCenter 2 Core 2022[P], DG7GMGF0D65N:0003	21
12	05	Microsoft TERRA CLOUD CSP Exch. Svr Std. U-CAL 201 9[P], DG7GMGF0F4MB:0004	19
13	06	Microsoft TERRA CLOUD CSP Exch Svr Std 2019[P] DG7GMGF0F4MC, DG7GMGF0F4MC-0003	18
14	30	Microsoft CSP Visual Studio Professional 2022 NP[P], DG7GMGF0D3SJ:0003	17
15	-	brainworks managed by Solution Cube Kerio Connect for 30 users, DBD.SC-MBB-CONNECT-30	17

TOP!



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