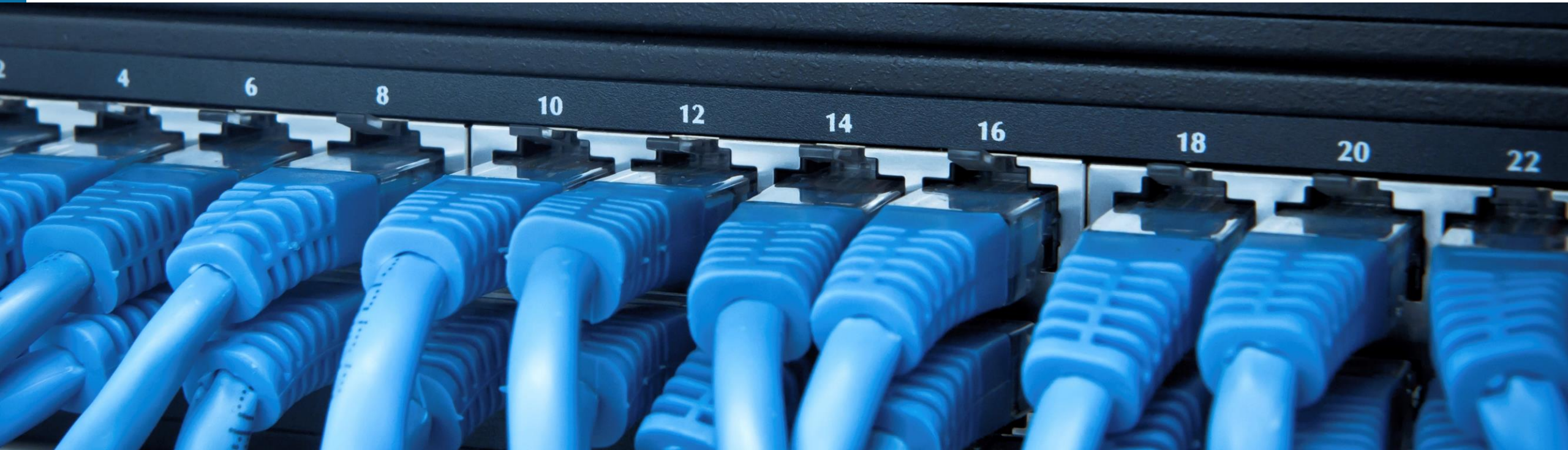


System Integrator (SI) Capabilities on Amazon Web Services (AWS) PEAK Matrix[®] Assessment 2021

November 2020: Complimentary Abstract / Table of Contents



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Custom research capabilities

- Benchmarking | Pricing, delivery model, skill portfolio
- Peer analysis | Scope, sourcing models, locations
- Locations | Cost, skills, sustainability, portfolio – plus a tracking tool
- Tracking services | Service providers, locations, risk
- Other | Market intelligence, service provider capabilities, technologies, contract assessment

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Background of the research

- Enterprise consumption of cloud has witnessed a dramatic shift, from a skeptical outlook towards public cloud to going all in on public cloud, in the last few years. More than 90 percent of enterprises already leverage one or more public clouds in their enterprise environment
- COVID-19 has further accelerated enterprise migration to public cloud as most enterprises could see clear business continuity benefits during the pandemic. Contrary to an expected slowdown due to COVID-19, most enterprises have accelerated their digital transformation efforts with migration to public cloud being a key transformation lever
- Being the market leader, AWS has witnessed a spike in adoption for its products across compute, storage, applications, data & analytics, IoT, and blockchain. AWS has also undertaken several COVID-19 initiatives to help customers in ensuring business continuity in the areas of remote work & learning, research, and other initiatives. This has led to a proliferation of AWS offerings in the market, which coupled with management complexities, and talent crunch is pushing enterprises to seek third-party support. System integrators help enterprises in navigating the AWS landscape across infrastructure, platform, data, and next-generation technology segments
- In this research, we present an assessment of 27 system integrators featured on the SI capabilities on AWS PEAK Matrix®

The assessment is based on Everest Group's annual RFI process conducted over 2020, interactions with AWS cloud service providers, client reference checks, and an ongoing analysis of the cloud services market.

This report assessed the following 27 system integrators on the SI capabilities on AWS PEAK Matrix:

- **Leaders:** Accenture, Capgemini, Cognizant, DXC Technology, HCL Technologies, Infosys, TCS, and Wipro
- **Major Contenders:** Blazeclan, Brillio, Cloudreach, Ensono, Genpact, GFT, LTI, Microland, Mphasis, NTT DATA, Sopra Steria, Tech Mahindra, Trianz, UST Global, and Virtusa
- **Aspirants:** Aspire System, Coforge, Cybage, and Zensar

Scope of this report:



Geography
Global



Service providers
27 leading cloud service providers



Services
Cloud services

This report focuses on SI capabilities on AWS and offers insights into the prominent system integrators operating in this space

Focus of this study

The assessment is focused on these SI capabilities built for AWS

Consulting services

- Cloud strategy formulation (business and technical)
- Cloud adoption roadmap formulation, cloud readiness assessment and benchmarking, cloud TCO analysis

Infrastructure design/build service

Design/build/implementation of ground-up cloud infrastructure/platform (public, hybrid, private cloud, SDI)

Cloud modernization services

- Application/data migration (lift and shift), App/data platform modernization, App refactoring and rearchitecting
- Cloud native app development/testing, cloud-based DevOps, API integration

Cloud operate services

- Cloud operations (cloud asset management, lights on / helpdesk, service assurance, etc.)
- Cloud application management
- Cloud orchestration, optimization, billing, etc.

Hyperscaler portfolio segments



Infrastructure focused



Platform focused



Data focused



Others and next-generation-focused (AI, ML, blockchain, quantum computing, IoT, Robotics, Edge, etc.)

Examples of hyperscaler portfolio products (Not exhaustive) AWS

AWS EC2, S3, elastic block store, autoscaling, elastic load balancing, cost management, ECS, Fargate, Wavelength, AWS server migration, Outposts, etc.

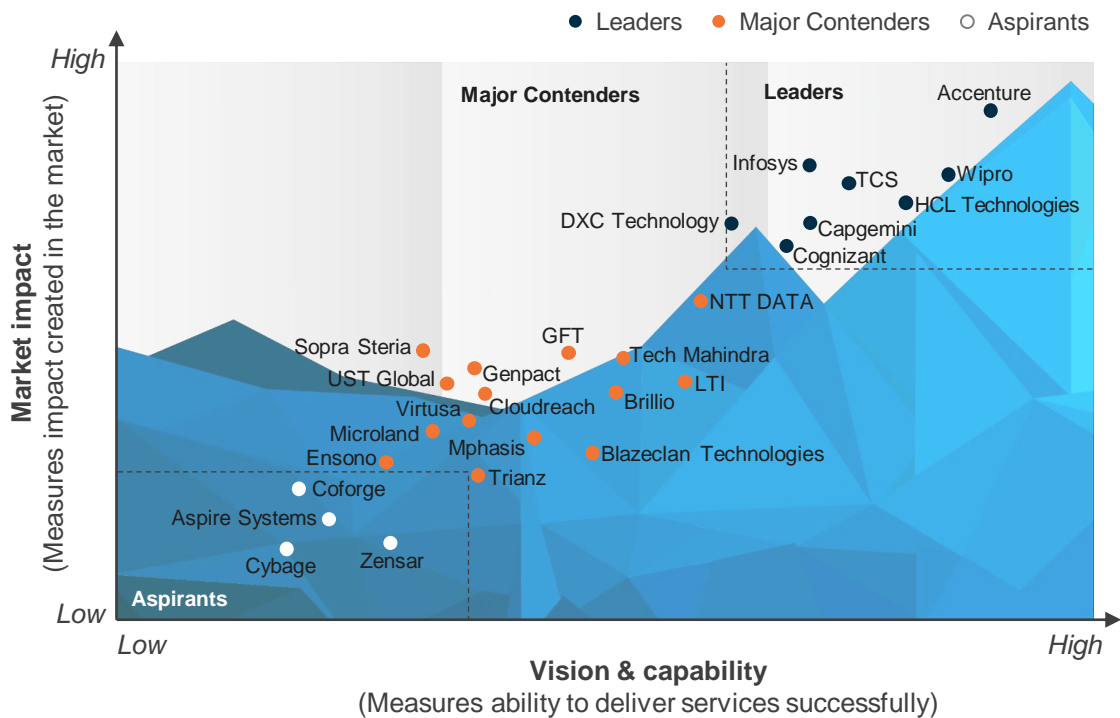
Elastic Beanstalk, Industry-specific platforms/solutions/services on AWS, etc.

Amazon EMR, Redshift, Kinesis, Lake Formation, Glue, Data Pipeline, Data Exchange, etc.

Amazon QuickSight, Amazon Machine learning, Sagemaker, Managed blockchain, Quantum Ledger Database, Greengrass, etc.

This study offers 27 distinct chapters providing a deep dive into key aspects of AWS cloud service provider market; below are three charts to illustrate the depth of the report

System Integrator Capabilities on AWS PEAK Matrix® Assessment 2021



Source: Everest Group (2020)

Capability assessment

Illustrative example

Measure of capability: ● High ○ Low

Service provider	Market impact				Vision & capability				
	Market adoption	Portfolio mix	Value delivered	Overall	Vision and strategy	Scope of services offered	Innovation and investments	Delivery footprint	Overall
Service provider 1	●	○	●	●	○	○	○	○	○
Service provider 2	○	○	○	○	○	○	○	○	○
Service provider 3	○	○	○	○	○	○	○	○	○
Service provider 4	○	○	○	○	●	○	○	○	○
Service provider 5	○	○	○	○	○	○	○	○	○
Service provider 6	○	○	○	○	○	○	○	○	○
Service provider 7	○	○	○	○	○	○	○	○	○
Service provider 8	○	○	○	○	○	○	○	○	○
Service provider 9	○	○	○	○	○	○	○	○	○

Everest Group's remarks on system integrators

Illustrative example

Measure of capability: ● High ○ Low

Market impact				Vision & capability				
Market adoption	Portfolio mix	Value delivered	Overall	Vision and strategy	Scope of services offered	Innovation and investments	Delivery footprint	Overall
○	○	●	○	○	○	○	○	○

Strengths

- Delivers a broad range of AWS services across infrastructure, platforms, data, and next-generation segments. It has one of the highest number of AWS qualifications including competencies, partner programs, and service validations
- Clients have identified strategy development, program management, migration planning, and strong collaboration with AWS as the biggest strengths

Areas of improvement

- Clients have cited that some of the skillsets brought onto their environments, specifically around AWS CloudFormation, were lacking required hands-on experience
- Clients perceive it to lack contracting flexibility owing to its push to embed its in-house IPs and platforms

Research calendar

Cloud and Infrastructure Services (CIS)

Published Planned Current release

Flagship CIS reports

Release date

Network Transformation and Managed Services PEAK Matrix® Assessment 2020: Transform your Network or Lie on the Legacy Deathbed	December 2019
Network Transformation and Managed Services PEAK Matrix® Assessment 2020 – Focus on Communications Service Providers	March 2020
IT Security Services PEAK Matrix® Assessment 2020	June 2020
Combating COVID-19 Through Infrastructure-led Transformation	July 2020
Digital Trust – The Cornerstone of Creating a Resilient and Truth-based Digital Enterprise	August 2020
Digital Workplace Services PEAK Matrix® Assessment 2020	August 2020
Aware IT Infrastructure Automation Services PEAK Matrix® Assessment 2020	October 2020
System Integrator (SI) Capabilities on Amazon Web Services (AWS) PEAK Matrix® Assessment 2021	November 2020
System Integrator Capabilities on AWS Compendium 2021	Q4 2020
System Integrator Capabilities on Azure PEAK Matrix® Assessment 2021	Q4 2020
System Integrator Capabilities on GCP PEAK Matrix® Assessment 2021	Q4 2020

Thematic CIS reports

Release date

Connected Workplace – The Next Experience Frontier	January 2020
Enterprise Pulse Report: The Dissatisfaction Conundrum	January 2020
Upcoming Contract Renewals – Infrastructure Services	March 2020

Note: For a list of all our published CIS reports, please refer to our [website page](#)



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