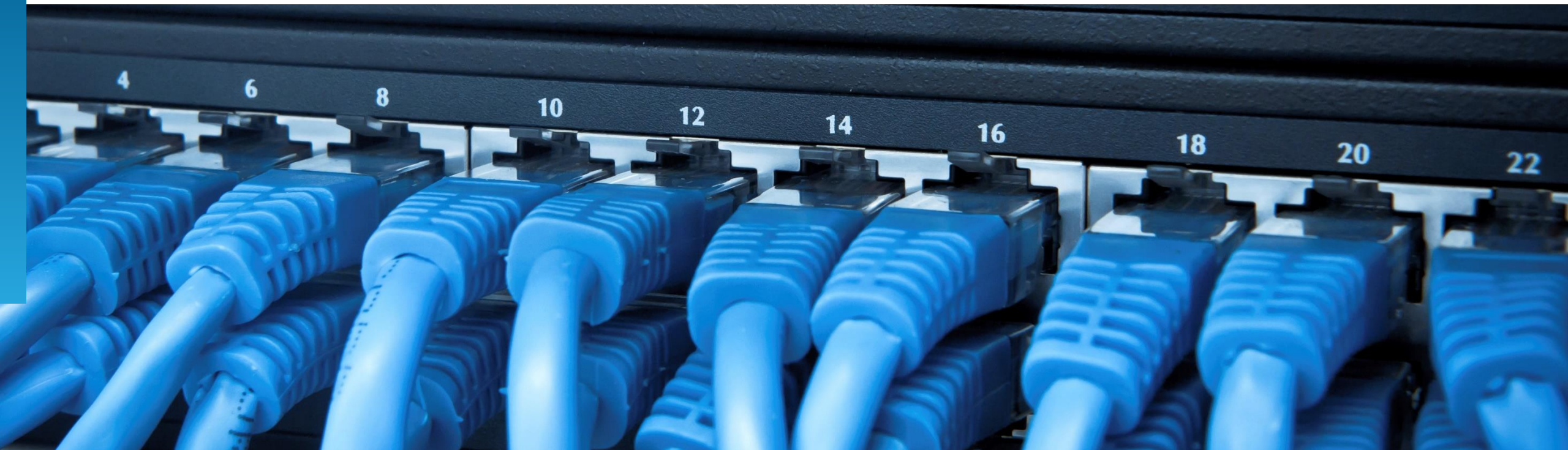


System Integrator (SI) Capabilities on Microsoft Azure Compendium 2021

December 2020: Complimentary Abstract / Table of Contents



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- Accelerators™
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- Workshops

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 | system integrators, locations, risk
- Other | Market intelligence, system integrator capabilities, technologies, contract assessment

Contents

For more information on this and other research published by Everest Group, please contact us:

Ashwin Venkatesan, Vice President

Kumar Avijit, Practice Director

Mukesh Ranjan, Practice Director

Siddharth Rawat, Senior Analyst

Titus M, Senior Analyst

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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 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
- Microsoft Azure, with its full stack of offerings across workplace, enterprise IT applications, IT infrastructure, data & analytics, business applications, and collaboration tools, along with its strong existing relationship with enterprises, is becoming a preferred public cloud provider. Rapid adoption of Azure offerings in the market coupled with management complexities and talent crunch is pushing enterprises to seek third-party support. System integrators help enterprises in navigating the Azure landscape across infrastructure, platform, data, and next-generation technology segments
- In this research, we provide an assessment of 26 Azure cloud system integrators featured on the SI capabilities on Microsoft Azure PEAK Matrix®

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

This report assessed the following 26 system integrators on Microsoft Azure PEAK Matrix® Assessment 2021:

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

Scope of this report:



Geography
Global



System integrators
26 leading cloud system integrators



Services
Cloud services

This report focuses on SI capabilities on Microsoft Azure 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 **Microsoft Azure**

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) **Microsoft Azure**

Azure migrate, Azure Virtual machines, Kubernetes service, dedicated host, Azure stack, Springcloud, etc.

Azure PaaS, Industry-specific platforms/solutions/services on Azure, etc.

Azure databricks, Data lake analytics, data explorer, etc.

Azure Bot service, Azure Cognitive service, Azure Machine Learning, Azure Blockchain service, IoT Edge, etc.

SI capabilities on Azure compendium report has over 26 system integrator profiles

System Integrator (SI) Capabilities on Microsoft Azure Compendium 2021

System Integrator | system integrator capabilities on Microsoft Azure (page 1 of 5)

Everest Group assessment – Learn more

Market impact

Market adoption	Portfolio mix	Value delivered

Strengths

- It has acquired company X and company Y to expand its
- Service provider has 7 Microsoft accreditations including analytics, and Kubernetes
- Clients have identified strategy development, knowledge client management as key strength areas

System Integrator (SI) Capabilities on Microsoft Azure Compendium 2021

System Integrator | system integrator capabilities on Microsoft Azure (page 2 of 5)

Overall cloud services overview

Cloud services vision:
System Integrator's cloud services vision is to become an integrated transformation journey, offering cloud native, cloud SaaS, and migration services.

Overall cloud services revenue (2019)

<US\$200 million	US\$200-500 million	US\$500 million+
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Adoption by geography

Cloud services vision:
System Integrator's cloud services vision is to become an integrated transformation journey, offering cloud native, cloud SaaS, and migration services.

Azure partnership overview:
System Integrator has a partnership with Microsoft since 2015 to help enterprises transform their IT infrastructure to the cloud.

Revenue from Azure-related services (2019)

<US\$50 million	US\$50-200 million	US\$200 million+
-----------------	--------------------	------------------

Azure portfolio – key highlights (representative list)

- It has 15 co-sell-ready solutions, which include SharePoint modernization, cloud DevOps, and application modernization
- Key use cases delivered on Azure include:
 - Datacenter transformation with advanced operational intelligence
 - Mortgage portfolio analyzer
 - Serverless deposit management platform

System Integrator (SI) Capabilities on Microsoft Azure Compendium 2021

System Integrator | system integrator capabilities on Azure (page 3 of 5)

Capabilities on Azure overview

System Integrator | system integrator capabilities on Azure (page 4 of 5)

Key solutions

Proprietary solutions (representative list)	
Solution name	Details
Solution 1	A multi-cloud platform
Solution 2	A framework used for application modernization
Solution 3	Provides end-to-end cloud migration services
Solution 4	Provides application modernization services
Solution 5	Helps solve problems with multiple cloud environments

System Integrator (SI) Capabilities on Microsoft Azure Compendium 2021

System integrator | system integrator capabilities on Microsoft Azure (page 5 of 5)

Case study, investments, and recent activities

Case study

Aerospace manufacturer transforms to a quick and modern environment while complying with strict regulations

Client: An aerospace manufacturer

Business challenge: The client experienced operational and staff support issues with its internally managed mainframe platform that runs 80% of its revenue. Their primary requirement was a partner with deep platform knowledge and keen understanding on how to navigate regulatory and compliance laws.

Solution:

- Discovery & dependency mapping
- Application rationalization
- XXX analysis & cloud cost comparison

Impact:

- Achieved XXX faster migration
- Achieved XXX automation
- No disruptions and rollbacks

Recent investments and activities (representative list)

Development	Details
Talent	Invested in its talent to build cloud expertise through internal trainings and enabling them to deliver customer projects supported by its partners. The firm also invests in hosting webinars, summits, and conferences to enhance and showcase its cloud capabilities
Capability enhancement	<ul style="list-style-type: none"> Invested in developing its AIOPs integrated management platform, XXX. The managed services AIOPs platform provides IT services solution, operational analytics, business service dashboards, contract, and reporting by accelerating quick services onboarding, and increases services availability by self-healing of IT datacenter & cloud issues System integrator has invested in transforming all its business functions digitally by developing applications to be used for sales, HR, finance, marketing, etc. Dedicated cloud CoE to explore cloud application transformation and related services with focus on building solution accelerators/framework for cloud and POC/pilots for new cloud technologies

Research calendar

Cloud and Infrastructure Services (CIS)

Published
 Planned
 Current release

Flagship CIS reports

	Release date
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 Capabilities on AWS PEAK Matrix® Assessment 2020	November 2020
System Integrator Capabilities on AWS PEAK Matrix® Compendium 2020	November 2020
System Integrator Capabilities on Azure PEAK Matrix® Assessment 2020	November 2020
System Integrator Capabilities on GCP PEAK Matrix® Assessment 2020	December 2020
System Integrator Capabilities on Microsoft Azure PEAK Matrix® Compendium 2020	December 2020
System Integrator Capabilities on GCP PEAK Matrix® Compendium 2020	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
Security Operations for a Digital World	Q4 2020

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



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DigitalReallTy



Dallas (Headquarters)

info@everestgrp.com
+1-214-451-3000

Bangalore

india@everestgrp.com
+91-80-61463500

Delhi

india@everestgrp.com
+91-124-496-1000

London

unitedkingdom@everestgrp.com
+44-207-129-1318

New York

info@everestgrp.com
+1-646-805-4000

Toronto

canada@everestgrp.com
+1-416-388-6765

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