



Google Cloud Services Specialists – Provider Compendium 2024

April 2024: Complimentary Abstract / Table of Contents

Provider Compendium
Cloud and Infrastructure Services



Our research offerings

This report is included in the following research program(s):

Cloud and Infrastructure, Google Cloud

- ▶ Amazon Web Services (AWS)
- ▶ Application Services
- ▶ Artificial Intelligence (AI)
- ▶ Asset and Wealth Management
- ▶ Banking and Financial Services Business Process
- ▶ Banking and Financial Services Information Technology
- ▶ Catalyst™
- ▶ Clinical Development Technology
- ▶ Cloud and Infrastructure
- ▶ Contingent Staffing
- ▶ Contingent Workforce Management
- ▶ Customer Experience Management Services
- ▶ CX Excellence
- ▶ CXM Technology
- ▶ Cybersecurity
- ▶ Cyber Threat Detection and Response
- ▶ Data and Analytics
- ▶ Digital Adoption Platforms
- ▶ Digital Services
- ▶ Digital Workplace
- ▶ Employee Experience Management (EXM) Platforms
- ▶ Employer of Record (EOR)
- ▶ Engineering Research and Development
- ▶ Enterprise Platform Services
- ▶ Exponential Technologies
- ▶ Finance and Accounting
- ▶ Financial Crime and Compliance Operations
- ▶ Financial Services Technology (FinTech)
- ▶ Forces & Foresight
- ▶ GBS Talent Excellence
- ▶ Global Business Services
- ▶ Google Cloud
- ▶ HealthTech
- ▶ Human Resources
- ▶ Insurance Business Process
- ▶ Insurance Information Technology
- ▶ Insurance Technology (InsurTech)
- ▶ Insurance Third-Party Administration (TPA) Services
- ▶ Intelligent Document Processing
- ▶ Interactive Experience (IX) Services
- ▶ IT Services Excellence
- ▶ IT Talent Excellence
- ▶ Life Sciences Business Process
- ▶ Life Sciences Commercial Technologies
- ▶ Life Sciences Information Technology
- ▶ Locations Insider™
- ▶ Marketing Services
- ▶ Market Vista™
- ▶ Microsoft Azure
- ▶ Microsoft Business Application Services
- ▶ Modern Application Development (MAD)
- ▶ Mortgage Operations
- ▶ Multi-country Payroll
- ▶ Network Services and 5G
- ▶ Oracle Services
- ▶ Outsourcing Excellence
- ▶ Payer and Provider Business Process
- ▶ Payer and Provider Information Technology
- ▶ Price Genius – AMS Solution and Pricing Tool
- ▶ Pricing Analytics as a Service
- ▶ Process Intelligence
- ▶ Process Orchestration
- ▶ Procurement and Supply Chain
- ▶ Recruitment
- ▶ Retail and CPG IT Services
- ▶ Retirement Technologies
- ▶ Revenue Cycle Management
- ▶ Rewards and Recognition
- ▶ SAP Services
- ▶ Service Optimization Technologies
- ▶ Software Product Engineering Services
- ▶ Supply Chain Management (SCM) Services
- ▶ Sustainability Technology and Services
- ▶ Talent Genius™
- ▶ Technology Skills and Talent
- ▶ Trust and Safety
- ▶ Value and Quality Assurance (VQA)

If you want to learn whether your organization has a membership agreement or request information on pricing and membership options, please contact us at info@everestgrp.com

Learn more about
our custom research capabilities

Benchmarking

Contract assessment

Peer analysis

Market intelligence

Tracking: providers, locations, risk,
technologies

Locations: costs, skills, sustainability,
portfolios

Contents

4	Introduction and overview	69	Appendix
5	Research methodology	70	Glossary
6	Background of the research	72	Research calendar
7	Focus of the research		
8	Enterprise sourcing considerations		
9	66degrees		
14	Aliz		
19	Dito		
24	DoiT International		
29	Egen		
34	Grid Dynamics		
39	Niveus		
44	Onix		
49	Quantiphi		
54	SADA		
59	Searce		
64	Xertica		

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

Mukesh Ranjan, Vice President

Zachariah Chirayil, Practice Director

Aastha Chakrawarty, Senior Analyst

Kaustubh K, Senior Analyst

Vyom Nagaich, Senior Analyst

Copyright © 2024 Everest Global, Inc.

We encourage you to share these materials internally in accordance with your license. Sharing these materials outside your organization in any form – electronic, written, or verbal – is prohibited unless you obtain the express, prior, and written consent of Everest Global, Inc. It is your organization's responsibility to maintain the confidentiality of these materials in accordance with your license of them.

Background of the research

The public cloud market has undergone a paradigm shift as enterprises mature in their cloud journey and the demand for hyperscaler services holds steady. The market is seeing a proliferation in innovative offerings focused on AI, sophisticated data analytics, and integrated security. Moreover, enterprises are leveraging Google Cloud across industries, especially where data can drive differentiation.

This shift has ignited a critical demand for Google Cloud specialists, who can help enterprises navigate the landscape of Google Cloud offerings, seamlessly weaving them into tailored solutions, that unlock business value.

A rise in the need for specialists who can optimize

compute costs, bring technical depth, and harness the power of Google Cloud’s Infrastructure-as-a-Service (IaaS) and Platform-as-a-Service (PaaS) offerings. These specialists are, thus, slowly becoming a key part of large cloud engagements with other technology vendors and major Global System Integrators (GSIs) due to their unique value proposition and focused expertise.

In this research, we present an assessment and detailed profiles of 12 Google Cloud SPs, including, 66degrees, Aliz, Dito, DoiT International, Egen, Grid Dynamics, Niveus, Onix, Quantiphi , SADA, Searce, and Xertica.

Scope of this report

Geography: Global

Providers: 12 Google Cloud SPs

Services: Google Cloud services

Overview and abbreviated summary of key messages

In this research, we present an assessment and detailed profiles of 12 SPs featured on Google Cloud Services Specialists PEAK Matrix[®] Assessment 2024. The assessment is based on Everest Group's annual RFI process for calendar year 2024, interactions with leading SPs, client reference checks, and an ongoing analysis of the Google Cloud services market.

Some of the findings in this report, among others, are:

Google Cloud Services Specialists PEAK Matrix

- This report includes the profiles of the following 12 leading providers featured on the Google Cloud Services Specialists PEAK Matrix:
 - Leaders: Grid Dynamics, Quantiphi, and SADA
 - Major Contenders: 66degrees, Aliz, DoiT International, Egen, Niveus, Onix, and Searce
 - Aspirants: Dito and Xertica

Service provider characteristics

- Leaders are focusing on showcasing technical expertise, identifying niche focus areas, building industry-orientation, as well as bringing in innovative solutions on Google Cloud Marketplace to assist enterprises in deriving greater value from their investments on Google Cloud
- Major contenders have made specific investments to enhance their delivery capabilities, talent strategy, and partnership status with Google Cloud through accreditations and competencies, while concurrently focusing on developing tailored offerings and Intellectual Properties (IPs) dedicated to Google Cloud services
- Aspirants are approaching the market with a higher focus on certain portfolio segments of Google Cloud services, primarily data and analytics, rather than a balanced portfolio. They lag peers in terms of adding value for clients and acting as a strategic partner. Moreover, they are in the initial stages of the partnership level in terms of accreditations, qualifications, and competencies

The Google Cloud Services Specialists PEAK Matrix[®] Assessment 2024 report has over 12 provider profiles/buyer case studies/architecture of the survey questionnaire, etc.

Google Cloud Services Specialists – Provider Compendium 2024 | 74

Provider 1 profile (page 1 of 5)

Overview

Vision for Google Cloud services
It is a Google Cloud Premier Partner with a specialization in cloud solutions that maintains a joint go-to-market strategy that gives clients consumable services to achieve digital transformation.

Overall Google Cloud services revenue (CY 2022)

<US\$1 million	US\$1-10 million	US\$10-100 million
----------------	------------------	--------------------

Number of active clients for Google Cloud services

<20	20-50	50+
-----	-------	-----

Google Cloud Services Specialists – Provider Compendium 2024 | 75

Provider 1 profile (page 2 of 5)

Case studies

CASE STUDY 1
Platform modernization through cloud transformation and automation

Client: Enterprise 1

Business challenge
The client sought expertise in cloud transformation and DevOps as it modernized its e-commerce platform.

Solution

- Applied IaC and data-driven deployment tools to its software
- Applied IaC tools to the deployment of Kubernetes clusters
- Automated quality gate, data-driven application delivery, and
- Installed DevOps automation across two microservices in se
- Streamlined CI/CD pipeline for accelerated reliable code de

Impact

- Shrank production error rate for greater customer satisfaction
- Scaled to support over 100K global companies

Google Cloud Services Specialists – Provider Compendium 2024 | 76

Provider 1 profile (page 3 of 5)

Solutions

Proprietary solutions (IPs/frameworks/accelerators/tools)

Solutions	Details
Solution 1	A platform that improves the p
Solution 2	A cloud sustainable solution th
Solution 3	An end-to-end data and AI pl

Google Cloud Services Specialists – Provider Compendium 2024 | 77

Provider 1 profile (page 4 of 5)

Partnerships

Partnerships (representative list)

Partners	Details
Partner 1	Helps its customers in their dig
Partner 2	Teamed up with the partner to
Partner 3	Uses its solutions and platform

Google Cloud Services Specialists – Provider Compendium 2024 | 78

Provider 1 profile (page 5 of 5)

Investments and recent activities

[NOT EXHAUSTIVE]

Investments (representative list)

Investments	Details
Investment 1	<ul style="list-style-type: none"> Offers wide range of services including governance and assistance for security related engagements Focuses on innovative design and technology, which helps its customers in crafting products, services, brands, and business models
Investment 2	Invested in adding more capabilities, expanding strengths, and diversifying portfolio by recruiting the right talent pool globally

Everest Group[®] Proprietary & Confidential. © 2024, Everest Global, Inc. | EGR-2024-29-R-6422

Research calendar

Cloud and Infrastructure Services

	Published	Current release	Planned
Reports title	Release date		
FinOps for Enabling Value in Cloud: Unveiling the Top 10 Multi-cloud FinOps Visibility Tool Providers			December 2023
Secure Access Service Edge (SASE) Spotlight: Exploring the Top 10 SASE Technology Providers			December 2023
Accelerating Clients' Cloud Journeys: IT Services and Cloud Provider Partnerships to Drive Ecosystem Value			January 2024
Google Cloud Services Specialists PEAK Matrix® Assessment 2024			February 2024
Mainframe Services PEAK Matrix® Assessment 2024			April 2024
Google Cloud Services Specialists – Provider Compendium 2024			April 2024
AWS Services Specialists PEAK Matrix® Assessment 2024			Q2 2024
FinOps Cloud Visibility Products PEAK Matrix® Assessment 2024			Q2 2024
Managed SD-WAN/SASE Services PEAK Matrix® Assessment 2024			Q2 2024
AI-led Network Transformation for Businesses			Q3 2024
Cost Optimization in the Hybrid Cloud World			Q3 2024
Hybrid Cloud Cost Optimization Services PEAK Matrix® Assessment 2024			Q3 2024
System Integration (SI) Capabilities on Amazon Web Services (AWS) PEAK Matrix® Assessment 2024			Q3 2024
System Integration (SI) Capabilities on Microsoft Azure PEAK Matrix® Assessment 2024			Q3 2024
System Integration (SI) Capabilities on Google Cloud Platform (GCP) PEAK Matrix® Assessment 2024			Q3 2024

Note: [Click](#) to see a list of all of our published Cloud and Infrastructure Services reports

Stay connected

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

Toronto
canada@everestgrp.com
+1-214-451-3000

Website
everestgrp.com

Blog
everestgrp.com/blog

Follow us on



Everest Group is a leading research firm helping business leaders make confident decisions. We guide clients through today's market challenges and strengthen their strategies by applying contextualized problem-solving to their unique situations. This drives maximized operational and financial performance and transformative experiences. Our deep expertise and tenacious research focused on technology, business processes, and engineering through the lenses of talent, sustainability, and sourcing delivers precise and action-oriented guidance. Find further details and in-depth content at www.everestgrp.com.

Notice and disclaimers

Important information. Please review this notice carefully and in its entirety. Through your access, you agree to Everest Group's terms of use.

Everest Group's Terms of Use, available at www.everestgrp.com/terms-of-use/, is hereby incorporated by reference as if fully reproduced herein. Parts of these terms are pasted below for convenience; please refer to the link above for the full version of the Terms of Use.

Everest Group is not registered as an investment adviser or research analyst with the U.S. Securities and Exchange Commission, the Financial Industry Regulatory Authority (FINRA), or any state or foreign securities regulatory authority. For the avoidance of doubt, Everest Group is not providing any advice concerning securities as defined by the law or any regulatory entity or an analysis of equity securities as defined by the law or any regulatory entity.

All Everest Group Products and/or Services are for informational purposes only and are provided "as is" without any warranty of any kind. You understand and expressly agree that you assume the entire risk as to your use and any reliance upon any Product or Service. Everest Group is not a legal, tax, financial, or investment advisor, and nothing provided by Everest Group is legal, tax, financial, or investment advice. Nothing Everest Group provides is an offer to sell or a solicitation of an offer to purchase any securities or instruments from any entity. Nothing from Everest Group may be used or relied upon in evaluating the merits of any investment. Do not base any investment decisions, in whole or part, on anything provided by Everest Group.

Products and/or Services represent research opinions or viewpoints, not representations or statements of fact. Accessing, using, or receiving a grant of access to an Everest Group Product and/or Service does not constitute any recommendation by Everest Group that recipient (1) take any action or refrain from taking any action or (2) enter into a particular transaction. Nothing from Everest Group will be relied upon or interpreted as a promise or representation as to past, present, or future performance of a business or a market. The information contained in any Everest Group Product and/or Service is as of the date prepared, and Everest Group has no duty or obligation to update or revise the information or documentation. Everest Group may have obtained information that appears in its Products and/or Services from the parties mentioned therein, public sources, or third-party sources, including information related to financials, estimates, and/or forecasts. Everest Group has not audited such information and assumes no responsibility for independently verifying such information as Everest Group has relied on such information being complete and accurate in all respects. Note, companies mentioned in Products and/or Services may be customers of Everest Group or have interacted with Everest Group in some other way, including, without limitation, participating in Everest Group research activities.