



# AWS Services Specialists PEAK Matrix<sup>®</sup> Assessment 2024

August 2024: Complimentary Abstract / Table of Contents



Cloud and Infrastructure Services



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- ▶ Payer and Provider Information Technology
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- ▶ Pricing Analytics as a Service
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- ▶ Process Orchestration
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- ▶ Retirement Technologies
- ▶ Revenue Cycle Management
- ▶ Rewards and Recognition
- ▶ SAP Services
- ▶ Service Optimization Technologies
- ▶ Software Product Engineering Services
- ▶ Supply Chain Management (SCM) Services
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# 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 Amazon Web Services (AWS) across industries, especially where data can drive differentiation.

This shift has ignited a critical demand for AWS specialists who can help enterprises navigate the landscape of AWS 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 AWS' extensive products/solutions portfolio. 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 14 AWS Service Providers (SPs) featured on AWS Services Specialists PEAK Matrix® Assessment 2024. The assessment is based on Everest Group's annual Request for Information (RFI) process for the calendar year 2024, interactions with leading AWS SPs, client reference checks, and an ongoing analysis of the cloud services market.

## **This report includes the profiles of the following 14 leading AWS specialist providers featured on the AWS Services Specialists PEAK Matrix:**

- **Leaders:** Caylent, DataArt, Minfy Technologies, and Quantiphi
- **Major Contenders:** ClearScale, Grid Dynamics, Impetus Technologies, Mastek, Mission Cloud, Ness Digital Engineering, Rapyder Cloud Solutions, and CloudKeeper
- **Aspirants:** beSharp and DNX Solutions

## Scope of this report

**Geography:** global

**Providers:** 14 AWS SPs

**Services:** AWS services

# Overview and abbreviated summary of key messages

In this research, we present an assessment and detailed profiles of 14 SPs featured on AWS 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 AWS services market.

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

### AWS Services Specialists PEAK Matrix

- This report includes the profiles of the following 14 leading providers featured on the AWS Services Specialists PEAK Matrix:
  - Leaders: Caylent, DataArt, Minfy Technologies, and Quantiphi
  - Major Contenders: ClearScale, Grid Dynamics, Impetus Technologies, Mastek, Mission Cloud, Ness Digital Engineering, Rapyder Cloud Solutions, and CloudKeeper
  - Aspirants: beSharp and DNX Solutions

### Service provider characteristics

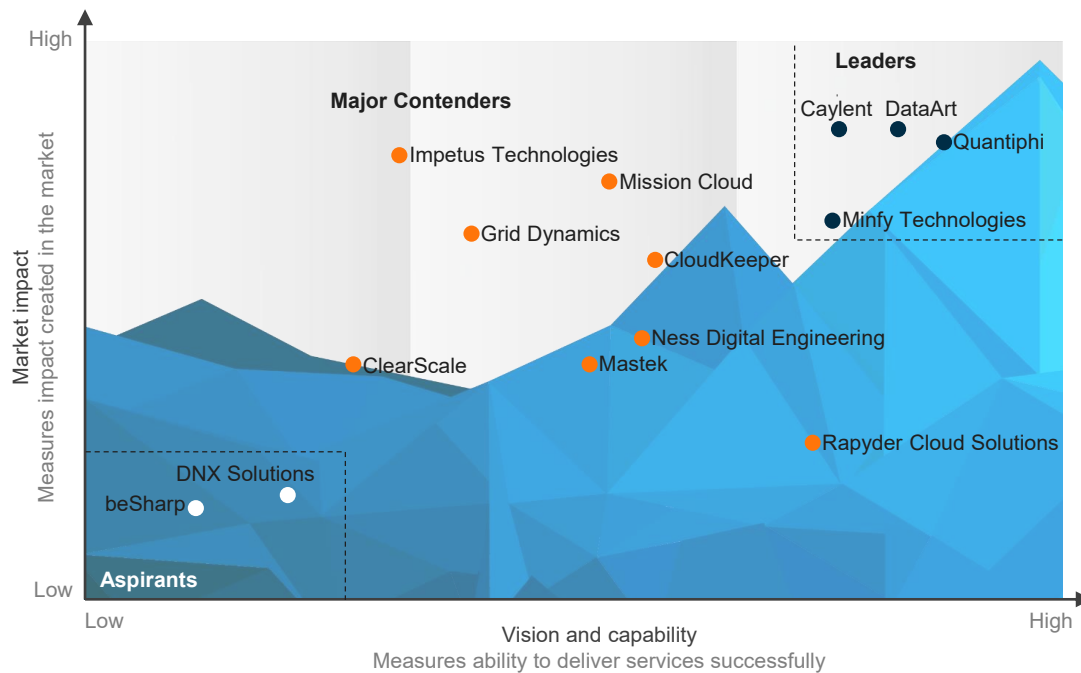
- Leaders differentiate themselves in the AWS specialist landscape by focusing on long-term vision, achieving relevant competencies and service validations, maintaining regular cadence with AWS leadership, and gaining visibility through partner launch programs. They actively engage with AWS through joint go-to-market initiatives and solution co-creation to enhance their partnership maturity
- Major contenders are portraying specific investments to enhance their delivery capabilities, talent strategy, and partnership status with AWS through accreditations and competencies, while concurrently focusing on developing tailored offerings and Intellectual Property (IP) dedicated to AWS services
- Aspirants are approaching the market with a higher focus on certain foundational portfolio segments of AWS. They lag peers in adding value for clients and acting as a long-term strategic partner. Moreover, they are in the initial stages of the partnership level in terms of accreditations, qualifications, and competencies

# This study offers 14 distinct chapters providing a deep dive into key aspects of AWS Services market; below are three charts to illustrate the depth of the report

## Everest Group PEAK Matrix® Assessment 2024

### Everest Group AWS Services Specialists PEAK Matrix® Assessment 2024

● Leaders ● Major Contenders ○ Aspirants



1 Assessments for ClearScale, Caylent, DNX Solutions, and Mission Cloud excludes provider inputs and are based on Everest Group's proprietary Transaction Intelligence (TI) database, provider public disclosures, and Everest Group's interactions with buyers  
Source: Everest Group (2024)

## Capability assessment

Illustrative example

Measure of capability: ○ Low ● High

Providers	Market impact				Vision and capability				
	Market adoption	Portfolio mix	Value delivered	Overall	Vision and strategy	Scope of services offered	Innovation and investments	Delivery footprint	Overall
Provider 1	●	●	●	●	●	●	●	●	●
Provider 2	●	○	●	●	●	○	●	○	●
Provider 3	●	●	●	●	●	●	●	●	●
Provider 4	○	○	●	●	○	○	●	●	●
Provider 5	●	●	●	●	●	●	●	●	●
Provider 6	○	○	●	○	●	○	○	●	○

## Everest Group's remarks on providers

Illustrative example

Measure of capability: ○ Low ● High

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

### Strengths

- Provider 1's solution portfolio can help enterprises of different maturity to accelerate their cloud implementation, embed data and analytics at scale
- Enterprises can rely on Provider 1 for cloud security needs on AWS owing to its broad portfolio of security-focused solutions

### Limitations

- Enterprises need to carefully assess Provider 1's capabilities as an MSP to manage their AWS environment end-to-end as its experience in serving such engagements
- Some clients have voiced concerns around lack of proactive communication while managing AWS engagements

# Research calendar

## Cloud and Infrastructure

	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
<a href="#">AWS Services Specialists PEAK Matrix® Assessment 2024</a>			August 2024
FinOps Cloud Visibility Products PEAK Matrix® Assessment 2024			Q3 2024
Managed SD-WAN/SASE Services PEAK Matrix® Assessment 2024			Q3 2024
Cloud Services State of the Market 2024 – North America			Q3 2024
Cloud Services State of the Market 2024 – Europe			Q3 2024
AWS Services PEAK Matrix® Assessment 2024			Q4 2024
Microsoft Azure Services PEAK Matrix® Assessment 2024			Q4 2024
Google Cloud Services PEAK Matrix® Assessment 2024			Q4 2024
Google Cloud Services State of the Market 2024			Q4 2024
Network Services State of the Market 2024			Q4 2024
AI-led Network Transformation for Businesses			Q4 2024

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