



# AWS Services Specialists – Provider Compendium 2024

October 2024: Complimentary Abstract / Table of Contents

Provider Compendium  
Cloud and Infrastructure



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- ▶ Outsourcing Excellence
- ▶ Payer and Provider Business Process
- ▶ Payer and Provider Information Technology
- ▶ Payment Integrity Solutions
- ▶ Price Genius – AMS Solution and Pricing Tool
- ▶ Pricing Analytics as a Service
- ▶ Process Intelligence
- ▶ Process Orchestration
- ▶ Procurement and Supply Chain
- ▶ Recruitment
- ▶ Retail and CPG
- ▶ 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), including, beSharp, Caylent, ClearScale, CloudKeeper, DNX Solutions, DataArt, Grid Dynamics, Impetus Technologies, Mastek, Minfy Technologies, Mission Cloud, Ness Digital Engineering, Quantiphi, and Rapyder Cloud 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 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:

### Overview

- A steady demand for hyperscaler services, with a notable increase in innovative offerings has created a critical demand for Google Cloud specialists who can help enterprises navigate AWS offerings and integrate them into tailored solutions that unlock business value
- The report provides an detailed profiles of AWS services specialist, providing insights into the proprietary solutions, geographical presence, and recent investments, of prominent providers operating in this space
- It categorizes the service offerings of AWS specialists into several focus areas, including infrastructure, platform, data, advanced technology, and security

### 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

# The AWS Services Specialists PEAK Matrix<sup>®</sup> Assessment 2024 report has 14 provider profiles/buyer case studies/architecture of the survey questionnaire, etc.

The collage displays five overlapping pages from the report, each representing a different section of a provider profile:

- Page 1 (Overview):** Titled "Provider 1 profile (page 1 of 5) Overview". It includes a vision statement, revenue data for CY 2022 (ranging from <US\$1 million to US\$10-100 million), and the number of active clients (ranging from <20 to 50-100).
- Page 2 (Case studies):** Titled "Provider 1 profile (page 2 of 5) Case studies". It features a "CASE STUDY 1" section with details on platform modernization, client information (Enterprise 1), business challenges, solutions, and impact.
- Page 3 (Solutions):** Titled "Provider 1 profile (page 3 of 5) Solutions". It lists "Proprietary solutions (IP/frameworks/accelerators/tools, etc., d)" and provides a table of solutions with their details.
- Page 4 (Partnerships):** Titled "Provider 1 profile (page 4 of 5) Partnerships". It includes a "Partnerships (representative list)" section with a table listing partners and their details.
- Page 5 (Investments and recent activities):** Titled "Provider 1 profile (page 5 of 5) Investments and recent activities". It includes a "Investments (representative list)" section with a table listing investments and their details. A note "[NOT EXHAUSTIVE]" is present.

# 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
AWS Services Specialists PEAK Matrix® Assessment 2024			August 2024
FinOps Cloud Visibility Products PEAK Matrix® Assessment 2024			August 2024
<a href="#">AWS Services Specialists – Provider Compendium 2024</a>			October 2024
Managed SD-WAN/SASE Services PEAK Matrix® Assessment 2024			Q4 2024
Cloud Services State of the Market 2024 – North America			Q4 2024
Cloud Services State of the Market 2024 – Europe			Q4 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

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