

AWS Ecosystem Partners

AWS Migration Services

A research report comparing provider strengths,
challenges and competitive differentiators

Customized report courtesy of:

DXC TECHNOLOGY

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The AWS ecosystem - A strategic advantage for business transformation

AWS has introduced significant developments in 2023, propelling cloud operations and computing into a new era of digital transformation initiatives. These developments have enhanced the competitive landscape, task efficiency and economies of scale. Additional factors contributing to an elevated pace of digital transformations include quick adaptability to changes, socioeconomic and geopolitical circumstances and rapidly evolving enterprise expectations. Hybrid and multicloud strategies have emerged to utilize cloud solutions for varied end-user specializations and industry use cases and technology capabilities. These strategies facilitate efficient integration of applications on platforms from various cloud providers, consolidating cross-platform solutions such as serverless architecture and industry-defined computing environments.

Furthermore, the poly-cloud strategy is growing, particularly in unique and complex use cases that demand high-performance computing (HPC). Such providers are evaluating and formalizing these strategies for deployment in client environments. However, enterprise users are cautious about this approach due to concerns related to cloud-to-cloud connectivity, the expanse of geographic coverage and potential disruptions affecting multiple stakeholders' application performance.

The global cloud market spans various regions, including North America, Asia Pacific, Europe, Latin America and the Middle East and Africa. AWS stands out as the leading hyperscaler across all the regions, with a sizeable market share in the cloud IaaS and PaaS markets. The AWS cloud spans 99 Availability Zones across 31 geographic regions and has over 100,000 partners from over 150 countries, contributing to its extensive market penetration. While AWS has a significant presence in North America, it has expanded its reach further. Aligning governance processes to keep workloads in tandem with cloud framework policies aided its ongoing expansion

AWS is at the
forefront of
transforming
business verticals
by driving Industry-
focused cloud
solutions.



initiatives in 2023 to Melbourne (Australia - AWS Asia Pacific), Hyderabad (India - AWS Asia Pacific), and Aragón (Spain - AWS Europe). AWS builds a symbiotic relationship with its partner ecosystem, collaborating on strategic offerings, technological innovation and industry-focused areas. The company continually realigns and expands its programs to fit the right track and segment service providers based on their core competencies and focus areas. AWS also adds certification, training and partnership programs, such as AWS Ambassador Partner Program, enabling service providers to deliver sustainable solutions to enterprise clients that adhere to market standards. AWS actively promotes partnerships and co-branding initiatives within its partner network to drive joint go-to-market (GTM) efforts. Service providers gain credibility through their association with AWS and contribute to generating higher revenue. Amazon Marketplace is gaining popularity by democratizing novel industry solutions offered by service providers, allowing enterprise clients to access and utilize them easily. Also, AWS' CSR (corporate social responsibility) initiatives,

such as the free educator enablement program by AWS Machine Learning University, provide self-paced AI and ML digital courses to developers globally.

AWS leverages its extensive experience and partner network to provide industry-specific services for the finance, healthcare, industrial and manufacturing industries. Global system integrators are exploring a product segmentation strategy of modifying existing products into new versions to suit industry requirements. The financial services industry relies on data security and resilience. Financial services institutions realizing the importance of end-to-end data integration, have started implementing them through holistic services bundles provided by global system integrators to achieve this. Notable examples include Nasdaq's migration of the first U.S. options market to AWS and the U.S. Securities and Exchange Commission's approval of OCC's (Open Cloud Consortium) cloud infrastructure proposal with AWS. Such measures are transforming the financial landscape in the U.S., encouraging other institutions to follow suit in their cloud migration strategies.

There is increased awareness about climate change that has led enterprises to embrace sustainable practices. AWS and its partner network mandate the implementation of measures for a sustainable future. For example, AWS Well-Architected Framework helps enterprises efficiently manage their cloud resources, reducing resource consumption compared to the private cloud. This, in turn, lowers the cost of ownership and carbon footprint. The scalable and cost-optimized designs promoted by AWS contribute to these sustainability efforts. Aligning governance processes with cloud architecture frameworks and policies has further aided in tracking enterprises' progress toward sustainability initiatives.

Newly-defined Emerging focus areas of global system integrators and enterprise clients

Global system integrators are introducing financial engineering programs that depart from the traditional FinOps model. These programs offer immediate cost-saving opportunities by optimizing AWS technological platforms, allowing clients to save on compute capacity and manage virtual machine capacity efficiently.

Financial engineering programs to expedite cost efficiency

Financial engineering programs proposed by global system integrators have enabled them to gain traction in the market. They represent a shift from the traditional FinOps model of managing economic costs within the purview of the organizational requirements. Financial engineering programs enable clients to save on the AWS technological platform by providing immediate cost-saving opportunities. Global system integrators purchase and manage compute capacity and transfer required virtual machine capacity to the clients daily. This optimization technique helps in the client's long-term financial sustainability.

Integrating IT asset management (ITAM) and FinOps for comprehensive advantage

Cloud financial management has extended its reach from the IaaS and PaaS markets into the cloud infrastructure market. IT asset management (ITAM) is an organizational discipline that tracks and reports the lifecycle of IT assets such as software, hardware, software licenses and other tangible and



Executive Summary

intangible assets. FinOps teams have the expertise to enhance the cost-efficiency of their cloud resources. However, applying FinOps methodology on software resources and their licensing mobility is niche. Expanding FinOps usage necessitates the inclusion of ITAM. This integration aids FinOps practices by optimizing license considerations across TSVs (technology software vendors), such as AWS, GCP and Microsoft Azure.

Cloud adoption has proportionately increased the number of service providers. Hyperscalers tailor their value proposition to meet the specific requirements of end-user specialization, use case and geographic locations. Thus, enterprises have realized the potential benefits of using multiple and hybrid cloud solutions for varied purposes. However, adopting a multicloud strategy creates governance and management challenges for enterprise clients. These challenges encompass maintaining consistent cloud security and compliance and addressing the challenges of automating and controlling cloud infrastructure. AWS Cloud Operations services and AWS Systems

Manager helps to seamlessly integrate applications running across AWS, Google Cloud and Microsoft Azure through a single panel. AWS Cloud Operations services provide a unified operational view, effectively managing portability and orchestration challenges across different cloud environments.

AWS focuses on time to value by enforcing small and incremental changes that are simple to test, deploy and minimize risk. For instance, the Amazon SageMaker shadow test facilitates enterprise clients to configure errors and rectify performance issues before final delivery, reinforcing customer confidence with an error-free interface. Additionally, AWS introduces a DevSecOps solution by amalgamating security capabilities into the DevOps methodology. This approach aids in the early identification and resolution of security issues during the initial stages of the development lifecycle, ultimately enhancing productivity. The newly launched. AWS Config, which supports proactive compliance, represents another time-to-value capability by this leading technology vendor. AWS's unwavering emphasis on business agility for faster deployment of new features

and applications enables swift adaptation to evolving market conditions. As businesses incline toward data-driven business models, AWS identifies market potential in enterprises struggling to establish data ingestion pipelines. AWS has the first-mover advantage by introducing advanced Redshift capabilities to simplify data ingestion.

Beyond its core compute and storage services, AWS has also tapped into the cloud security market, consistently releasing resilient network connectivity models. AWS' latest networking capabilities described at re:Invent are geared toward safeguarding corporate applications. Features such as VPC Lattice, Verified Access and ENA Express prioritize secure networking solutions. Through collaborative efforts, such as Open Cybersecurity Schema Framework (OCSF) project involving AWS and 17 security vendors, AWS actively contributes to services that monitor, detect and mitigate security issues. Similarly, many partners provide security analytics on Security Lake to cater to the various security needs of enterprise clients.

AWS keeps pace in a rapidly evolving technological landscape by developing cloud offerings and democratizing them for enterprise use.



 Provider Positioning

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	AWS Consulting Services	AWS Migration Services	AWS Managed Services	AWS Data Analytics and Machine Learning	AWS SAP Workloads
1Strategy	Not In	Not In	Not In	Contender	Not In
2nd Watch	Contender	Not In	Product Challenger	Contender	Not In
Accenture	Leader	Leader	Leader	Leader	Leader
Agilisium	Not In	Contender	Not In	Product Challenger	Not In
AllCloud	Contender	Contender	Contender	Not In	Not In
Apexon	Not In	Product Challenger	Not In	Not In	Not In
Arvato Systems	Market Challenger	Contender	Contender	Not In	Contender
Aspire Systems	Contender	Not In	Product Challenger	Not In	Not In
Atos	Product Challenger	Product Challenger	Product Challenger	Not In	Not In
Capgemini	Leader	Leader	Leader	Leader	Leader



Provider Positioning

Page 2 of 5

	AWS Consulting Services	AWS Migration Services	AWS Managed Services	AWS Data Analytics and Machine Learning	AWS SAP Workloads
Cascadeo	Not In	Not In	Contender	Not In	Not In
Clearscale	Contender	Not In	Not In	Contender	Not In
Cognizant	Leader	Leader	Leader	Leader	Leader
Deloitte	Leader	Leader	Leader	Leader	Leader
Dexian	Product Challenger	Contender	Contender	Not In	Contender
DXC Technology	Product Challenger	Leader	Leader	Product Challenger	Leader
Ensono	Not In	Not In	Contender	Not In	Not In
Eviden (Atos)	Product Challenger	Product Challenger	Product Challenger	Product Challenger	Product Challenger
Genpact	Not In	Not In	Not In	Leader	Not In
GFT	Not In	Contender	Not In	Not In	Not In



 Provider Positioning

	AWS Consulting Services	AWS Migration Services	AWS Managed Services	AWS Data Analytics and Machine Learning	AWS SAP Workloads
HCLTech	Leader	Leader	Leader	Leader	Leader
Hexaware	Leader	Product Challenger	Not In	Rising Star ★	Not In
IBM	Leader	Product Challenger	Leader	Market Challenger	Product Challenger
Impetus	Contender	Not In	Not In	Not In	Not In
Infosys	Leader	Leader	Leader	Leader	Leader
Kyndryl	Rising Star ★	Product Challenger	Rising Star ★	Product Challenger	Rising Star ★
Lemongrass	Not In	Not In	Not In	Not In	Product Challenger
LTIMindtree	Leader	Leader	Leader	Leader	Leader
Mphasis	Product Challenger	Product Challenger	Product Challenger	Product Challenger	Product Challenger
Navisite	Not In	Not In	Not In	Not In	Contender



 Provider Positioning

	AWS Consulting Services	AWS Migration Services	AWS Managed Services	AWS Data Analytics and Machine Learning	AWS SAP Workloads
N-iX	Not In	Contender	Not In	Contender	Not In
NTT DATA	Market Challenger	Market Challenger	Market Challenger	Market Challenger	Not In
Persistent Systems	Rising Star ★	Rising Star ★	Rising Star ★	Product Challenger	Not In
PwC	Leader	Rising Star ★	Product Challenger	Product Challenger	Leader
Quantiphi	Not In	Product Challenger	Not In	Rising Star ★	Not In
Rackspace Technology	Leader	Leader	Leader	Leader	Market Challenger
Slalom	Contender	Contender	Not In	Contender	Not In
Syntax	Not In	Product Challenger	Not In	Not In	Product Challenger
TCS	Leader	Leader	Leader	Leader	Leader
Tech Mahindra	Leader	Leader	Leader	Leader	Rising Star ★



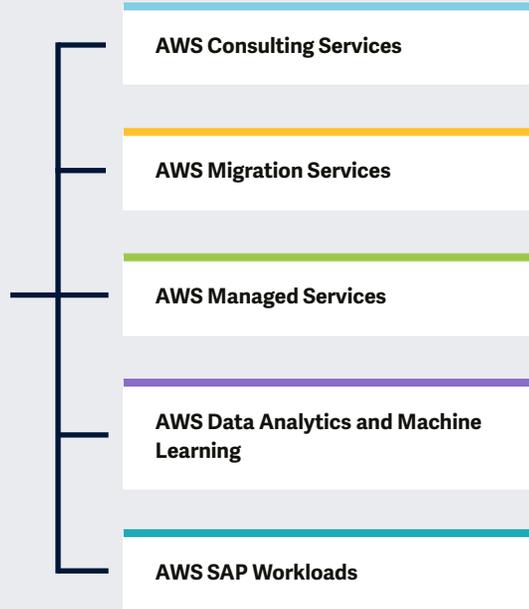
 Provider Positioning

	AWS Consulting Services	AWS Migration Services	AWS Managed Services	AWS Data Analytics and Machine Learning	AWS SAP Workloads
Techwave	Not In	Not In	Not In	Not In	Contender
TO THE NEW	Product Challenger	Not In	Product Challenger	Product Challenger	Not In
Trianz	Contender	Product Challenger	Product Challenger	Not In	Not In
Unisys	Not In	Not In	Market Challenger	Not In	Not In
Virtusa	Not In	Product Challenger	Not In	Contender	Not In
Vision33	Not In	Not In	Not In	Not In	Contender
Wipro	Leader	Leader	Leader	Leader	Leader
Zensar Technologies	Not In	Product Challenger	Product Challenger	Product Challenger	Product Challenger



Key focus areas for AWS Ecosystem Partners in 2023.

Simplified Illustration; Source: ISG 2023



Definition

In 2022, AWS introduced major innovations in services related to the cloud, data analytics and machine learning (ML) alongside a general mission that is all about supporting clients in their transformation toward sustainability, focusing on digital sovereignty and the objective of enhanced innovation power. Public cloud usage tends to outstrip traditional infrastructures and, therefore, known techniques for operations. The success of AWS' mission depends on sophisticated CloudOps that cover cloud security and governance, resource and cost optimization, intelligent provisioning of resources and service availability across delivery models (including the edge) – all this implies the need for maximum interoperability of services.

Consequently, AWS has several engagement models to enable its strategic service provider partners to train and upskill their cloud workforces in leveraging the latest platform innovations through its AWS Partner Network (APN). The partnerships have matured in terms of AWS opportunities,

including migration, consulting, data and artificial intelligence (AI), SAP services and managed services.

Some of the main innovations that have contributed to AWS' growth and market expansion, including APN and enterprise clients, are new high-performance EC2 C7g instances with AWS Graviton3 processors, new locations for AWS DataSync and AppSync simplified interfaces for Pub/Sub APIs. AWS has also made major contributions in the data, AI and ML spaces through additional offerings and enhancements.

AWS partners play a critical role in ensuring that customers and prospective customers of AWS can keep up with its pace of innovation and make a meaningful entry into the AWS services space, respectively.



Scope of the Report

In this ISG Provider Lens™ quadrant report, ISG covers the following five quadrants for services/solutions: AWS Consulting Services, AWS Migration Services, AWS Managed Services, AWS Data Analytics and Machine Learning, AWS SAP Workloads

This ISG Provider Lens™ study offers IT decision makers with the following:

- Transparency on the strengths and weaknesses of relevant providers
- A differentiated positioning of providers by segments (quadrants)
- Focus on regional market

Our study serves as the basis for important decision-making in terms of positioning, key relationships and go-to-market considerations. ISG advisors and enterprise clients also use information from these reports to evaluate their existing vendor relationships and potential engagements.

Provider Classifications

The provider position reflects the suitability of IT providers for a defined market segment (quadrant). Without further additions, the position always applies to all company sizes classes and industries. In case the IT service requirements from enterprise customers differ and the spectrum of IT providers operating in the local market is sufficiently wide, a further differentiation of the IT providers by performance is made according to the target group for products and services. In doing so, ISG either considers the industry requirements or the number of employees, as well as the corporate structures of customers and positions IT providers according to their focus area. As a result, ISG differentiates them, if necessary, into two client target groups that are defined as follows:

- **Midmarket:** Companies with 100 to 4,999 employees or revenues between \$20 million and \$999 million with central headquarters in the respective country, usually privately owned.

- **Large Accounts:** Multinational companies with more than 5,000 employees or revenue above \$1 billion, with activities worldwide and globally distributed decision-making structures.

The ISG Provider Lens™ quadrants are created using an evaluation matrix containing four segments (Leader, Product Challenger, Market Challenger and Contender), and the providers are positioned accordingly. Each ISG Provider Lens™ quadrant may include service providers that ISG believes have strong potential to move into the Leader quadrant. This type of provider can be classified as a Rising Star.

- **Number of providers in each quadrant:** ISG rates and positions the most relevant providers according to the scope of the report for each quadrant and limits the maximum of providers per quadrant to 25 (exceptions are possible).





Provider Classifications: Quadrant Key

Product Challengers offer a product and service portfolio that reflect excellent service and technology stacks. These providers and vendors deliver an unmatched broad and deep range of capabilities. They show evidence of investing to enhance their market presence and competitive strengths.

Contenders offer services and products meeting the evaluation criteria that qualifies them to be included in the IPL quadrant. These promising service providers or vendors show evidence of rapidly investing in products/ services and a follow sensible market approach with a goal of becoming a Product or Market Challenger within 12 to 18 months.

Leaders have a comprehensive product and service offering, a strong market presence and established competitive position. The product portfolios and competitive strategies of Leaders are strongly positioned to win business in the markets covered by the study. The Leaders also represent innovative strength and competitive stability.

Market Challengers have a strong presence in the market and offer a significant edge over other vendors and providers based on competitive strength. Often, Market Challengers are the established and well-known vendors in the regions or vertical markets covered in the study.

★ **Rising Stars** have promising portfolios or the market experience to become a Leader, including the required roadmap and adequate focus on key market trends and customer requirements. Rising Stars also have excellent management and understanding of the local market in the studied region. These vendors and service providers give evidence of significant progress toward their goals in the last 12 months. ISG expects Rising Stars to reach the Leader quadrant within the next 12 to 24 months if they continue their delivery of above-average market impact and strength of innovation.

Not in means the service provider or vendor was not included in this quadrant. Among the possible reasons for this designation: ISG could not obtain enough information to position the company; the company does not provide the relevant service or solution as defined for each quadrant of a study; or the company did not meet the eligibility criteria for the study quadrant. Omission from the quadrant does not imply that the service provider or vendor does not offer or plan to offer this service or solution.





AWS Migration Services

Who Should Read This Section

This report is relevant to enterprises across industries in the U.S. for evaluating providers of AWS migration services. In this quadrant, ISG highlights the current market positioning of providers of AWS migration services in the U.S. and how they address the challenges enterprises face.

Enterprises are actively pursuing cloud adoption, migration and workload modernization. AWS has steadily improved its offerings through its Migration Acceleration Program (MAP), granting providers several migration advantages.

The increasing demand for Infrastructure as Code (IaC) facilitates enterprises to automate their infrastructure deployment and management processes for improved efficiency, consistency and scalability. Providers must enhance their portfolios to exceed enterprise transformation expectations on AWS. They must advance AWS MAP partner credentials and create industry templates to develop a migration factory that helps enterprises to adopt AWS seamlessly.



Marketing and sales professionals should read this report to understand the current landscape of service partners that can help them manage complex software migrations in the U.S.



Procurement professionals should read this report to better understand the current landscape of AWS migration service providers in the U.S.



Technology professionals should read this report to understand AWS migration service providers' strengths, weaknesses, offerings, capabilities and technology-driven reliability.





This quadrant assesses service providers' technical expertise **in handling data and pre/post-migration activities**. Mature competency in migration **ensures a robust transition** to the cloud environment.

Ashwin Gaidhani



AWS Migration Services

Definition

This quadrant covers AWS provider partners that offer technologies, products or services to support workload operation and migration. Providers participating in this quadrant should excel in automated testing, migration and deployment, and typically work closely with clients over requirements such as readiness assessments and change management. The relevant provider skills and expertise include software architecture, software development (including DevOps), application and workload migration and modernization, and related consulting and technological capabilities to build, enable and support robust, scalable applications and services. Some AWS partners can qualify as members of the AWS Migration Acceleration Program for their special migration competence.

Eligibility Criteria

1. Availability, experience and **certification** of staff supporting and delivering services
2. Scope and use of **relevant tools and technologies** (for example, Kubernetes, Docker)
3. Participation and support in the **Cloud Native Computing Foundation (CNCF)** is advantageous
4. Scope of **business-critical applications** migrated for customers using AWS
5. Platform/PaaS and channel **partnerships**
6. Scope and availability of enabling programs for **customer success**
7. AWS-focused **container** offering roadmap and innovations (current and planned)
8. Scope of **security tools**, technology and services utilized
9. Number and reputation of **references** for containerization and migration services and solutions on AWS
10. Offer suitable, mature and adaptable **pricing models**
11. Being part of the **AWS Migration Acceleration Program** is advantageous



AWS Migration Services

Observations

AWS migration services are vital for businesses moving their applications, databases and workloads to the cloud. AWS has upgraded its Database Migration Service to support a wider range of databases, offering seamless migration with improved error handling and automatic failover features for reliable replication. The AWS Migration Acceleration Program (MAP) helps businesses assess cloud migration readiness and devise roadmaps. AWS and its partners prioritize guiding clients through the complex cloud migration process.

Key observations in this quadrant include:

Focus on Hybrid Cloud Migration:

Businesses adopt a hybrid cloud approach, combining on-premises, private and public cloud services such as AWS for improved workload management of on-premises data and data transition to the cloud. AWS Outposts extends infrastructure and services to various locations for a consistent hybrid experience.

The demand for AWS migration consulting is growing for seamless hybrid cloud migration to meet diverse business and data requirements.

Containerization and Microservices:

Enterprise clients embrace containerization and microservices architecture, enabling smooth application transitions between computing environments while ensuring consistency and performance. Amazon Web Services ECS, EKS and App Runners facilitate this transition to a containerized architecture, enhancing scalability and agility and reducing risk.

Accelerated Migration through Automation:

Automation has emerged as a dominant trend in AWS migration. AWS Migration Services deploy automation tools such as AWS Server Migration Service (SMS) and AWS Database Migration Service (DMS) for a seamless transition. They are designed to automate, schedule and track the replication of live server volumes and database migration.

Emphasis on Post-Migration Optimization:

A noticeable trend in the AWS migration landscape is the attention given to post-migration optimization. AWS offers tools such as AWS Compute Optimizer and AWS Trusted Advisor, providing recommendations for rightsizing instances and improving cost efficiencies. AWS service partners integrate these tools into their offerings, providing comprehensive migration services with post-migration optimization.

From the 62 companies assessed for this study, 33 have qualified for this quadrant, with 12 being Leaders and two Rising Stars.

accenture

Accenture is a leading AWS partner for cloud modernization and transformation for clients. It recently acquired Objectivity, a digital engineering firm specializing in cloud and platform development services that enable clients to accelerate their cloud journey.

Capgemini

Capgemini is a global leader in digital transformation and engineering services. The company recently extended its collaboration with AWS to enrich its Digital Cloud Platform (DCP) for accelerated digital transformation strategy for enterprises.

cognizant

Cognizant has optimized and integrated over 300 AWS environments worldwide, driving innovation and generating value beyond cloud migrations. It recently achieved AWS SAP Competency status, enabling AWS Migration Acceleration Program (MAP) and Cognizant SmartMove Conversion Factory to deliver SAP migrations at scale.



AWS Migration Services

Deloitte.

Deloitte and AWS professional services formed a worldwide strategic collaboration on cloud migration and modernization for public sector enterprises. Deloitte recently gained the Launch Partner for the AWS Mainframe Migration Competency designation for technology and consulting.



DXC Technology, a leading IT service company with AWS Premier Consulting Partner, enables enterprises to transform their business by leveraging the benefits of cloud environments. DXC Solutions allows enterprises to migrate, modernize and build their applications and infrastructure on AWS.

HCLTech

HCLTech acquired the AWS Cloud Operations Competency recognition, enabling the company to offer significant expertise in cross-functional areas of cloud operations.



Infosys and AWS combine to develop cloud-native applications and migrate legacy applications to the cloud environment. Infosys specializes in migrating mainframes and monolithic ERP systems to AWS. Infosys has achieved the launch partner status for the AWS Service Delivery designation for Amazon Managed Streaming for Apache Kafka (MSK).



LTIMindtree is a leading cloud service provider with AWS migration competency and offers a full spectrum of cloud migration services through its Infinity platform for maximizing cloud benefits. LTIMindtree. It enables clients to formulate the right cloud migration strategy and accelerate cloud adoption and business transformation journey.



Rackspace Technology, a global leader in public cloud infrastructure professional services, collaborates with AWS to deliver effective IT transformations by leveraging the expertise of specialized professionals and building migration roadmaps.



TCS automates cloud migration services, comprising data center discovery and migration factory powered by the TCS Cloud Counsel platform to assist enterprises on their migration journey. TCS recently earned the AWS Application Transformation and Migration Partner of the Year award in Australia and New Zealand.



Tech Mahindra enables enterprises to migrate their workloads to AWS via its proprietary Migration Accelerators to Cloud or MAC toolkit. Based on the MAC framework, Tech Mahindra's Migration Services facilitate faster and more cost-effective application migration to AWS.



Wipro recently achieved the AWS Mainframe Migration Competency status, enabling enterprises to migrate both mainframe applications and data to AWS. Additionally, recently inaugurated the newest Wipro-AWS Launch Pad Centre in Toronto, Canada, to accelerate their cloud migration journeys.



AWS Migration Services

Persistent

Persistent System (Rising Star) provides holistic solutions for cloud migration to AWS. Persistent Systems has more than 120 active AWS customer engagements, over 850 AWS-certified professionals and cloud practitioners, and delivers a winning formula for cloud migration.



PwC offers comprehensive AWS migration services, focusing on strategic planning, execution and ongoing support. Leveraging best practices and industry insights, it guides enterprises through a seamless cloud transition and cost efficiency.





“DXC Technologies stands out in the AWS partner network with its digital applications modernization and skills such as containerization.”

Ashwin Gaidhani

DXC Technology

Overview

DXC Technology is headquartered in Virginia, U.S. and operates in 70 countries. It has more than 132,800 employees across over 130 global offices. In FY23 the company generated \$14.4 billion in revenue, with Global Infrastructure Services as its largest segment. DXC’s Migration Consulting services on AWS simplify enterprise cloud migration journeys by building effective cloud migration strategies. DXC assists enterprises in migrating their on-premises mainframe environments to AWS. The DXC AWS Service Delivery Program provides a wide array of capabilities with the company’s technical know-how for delivering AWS-backed services to enterprises.

Strengths

Containerization in cloud migration best practices: DXC helps clients streamline containerized workload implementations through its Amazon ECS Delivery specialization. Amazon ECS Delivery Partners possess technical expertise in assessing, scoping, designing, integrating, deploying and optimizing container environments using Amazon Elastic Container Service (Amazon ECS) or AWS Fargate.

Driving change management in migration data and analytics: DXC Technology’s Analytics and AI Platform (AAIP) empowers client teams to develop and deploy new analytics applications swiftly, gaining business insights from previously inaccessible or unmanageable data.

DXC’s AS/400 migration expertise:

DXC Technology helps migrate workloads to AWS in large-scale environments, bridging the gaps among traditional, private cloud and AWS environments. Legacy industry enterprises are considering the shift to the cloud, driven by the legacy nature and high maintenance cost of their AS/400 application running in an on-premises data center. This move is part of enterprises’ application modernization to enhance cost-efficiency and productivity.

Caution

DXC is well-positioned to showcase client success stories across verticals, highlighting its technical strengths in areas such as AS/400-to-AWS migration and application modernization.





Appendix

The ISG Provider Lens™ 2023 – AWS Ecosystem Partners study analyzes the relevant software vendors/service providers in the U.S. market, based on a multi-phased research and analysis process, and positions these providers based on the ISG Research™ methodology .

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The research and analysis presented in this report includes research from the ISG Provider Lens™ program, ongoing ISG Research™ programs, interviews with ISG advisors, briefings with services providers and analysis of publicly available market information from multiple sources. The data collected for this report represents information that ISG believes to be current as of August 2023, for providers who actively participated as well as for providers who did not. ISG recognizes that many mergers and acquisitions have taken place since that time, but those changes are not reflected in this report.

All revenue references are in U.S. dollars (\$US) unless noted.

The study was divided into the following steps:

1. Definition of AWS Ecosystem Partners market
2. Use of questionnaire-based surveys of service providers/ vendor across all trend topics
3. Interactive discussions with service providers/vendors on capabilities & use cases
4. Leverage ISG's internal databases & advisor knowledge & experience (wherever applicable)
5. Use of Star of Excellence CX-Data
6. Detailed analysis & evaluation of services & service documentation based on the facts & figures received from providers & other sources.
7. Use of the following key evaluation criteria:
 - * Strategy & vision
 - * Tech Innovation
 - * Brand awareness and presence in the market
 - * Sales and partner landscape
 - * Breadth and depth of portfolio of services offered
 - * CX and Recommendation



Author & Editor Biographies



Lead Author

Ashwin Gaidhani
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Ashwin Gaidhani is an enterprise governance and digital business transformation expert. He is a research partner at ISG and has extensive experience in enterprise service management and transformative technologies. Ashwin's business technology expertise revolves around technology business management, work design methodologies and enterprise governance. He is a creative leader who designs, describes and implements strategies to drive digital transformation. With over 22 years of experience, he is a practice leader, executive-level advisor and

influencer. Ashwin leads the Enterprise Service Management (platforms and services), Intelligent Automation (Platforms and Services), AWS Ecosystem, ServiceNow and Workday Ecosystem studies. Ashwin is highly qualified and experienced in service management, with lifecycle experience in technology operations, business consulting and advisory roles for large global system integrators (GSIs), independent software vendors (ISVs) and technology product companies.



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Dr. Tapati Bandopadhyay has been an inventor, builder, practitioner and researcher in AI, intelligent automation and related domains, for 27+ years. She has been a global practice leader and executive-level advisor & consultant in AI-automation-cloud and services management, covering MLOps, AIOps, Colugos, DataOps, ModelOps & DevOps metrics-driven practices and data and AI story-building and story-telling practices and tools. As an ISG Lead Analyst on AWS and in AI-ML, consulting & managed services, she is responsible for defining and leading the ISG Provider Lens branded research projects for the US market.

With more than 25 years of experience focused on AI, ML, data sciences and intelligent automation technology development, strategy and adoption practices across key industries, including BFSI, manufacturing & FMCG, retail, media, hi-tech & telco's, governments and healthcare services.



Author & Editor Biographies



Research Analyst

Srinivasan PN
Research Specialist

Srinivasan PN is a Research Specialist at ISG and is responsible for supporting and co-authoring ISG Provider Lens™ studies on AWS & Google Ecosystem, Digital Engineering, Manufacturing, and Mainframe. His area of expertise lies in engineering services and digital transformation. Srinivasan has close to 9 years of experience in the technology research industry, and in his prior role, he carried out research delivery for both primary and secondary research capabilities.

Srinivasan also authors enterprise context reports and global summary reports for his expertise. He also supports the advisors with his research skills and writes papers about the latest market developments in the industry.



IPL Product Owner

Jan Erik Aase
Partner and Global Head – ISG Provider Lens™

Mr. Aase brings extensive experience in the implementation and research of service integration and management of both IT and business processes. With over 35 years of experience, he is highly skilled at analyzing vendor governance trends and methodologies, identifying inefficiencies in current processes, and advising the industry. Jan Erik has experience on all four sides of the sourcing and vendor governance lifecycle - as a client, an industry analyst, a service provider and an advisor.

Now as a research director, principal analyst and global head of ISG Provider Lens™, he is very well positioned to assess and report on the state of the industry and make recommendations for both enterprises and service provider clients.



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The ISG Provider Lens™ Quadrant research series is the only service provider evaluation of its kind to combine empirical, data-driven research and market analysis with the real-world experience and observations of ISG's global advisory team. Enterprises will find a wealth of detailed data and market analysis to help guide their selection of appropriate sourcing partners, while ISG advisors use the reports to validate their own market knowledge and make recommendations to ISG's enterprise clients. The research currently covers providers offering their services across multiple geographies globally.

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