

Snowflake Ecosystem Partners

Snowflake Implementation Services

A research report comparing provider strengths,
challenges and competitive differentiators

Customized report courtesy of:





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Report Author: Michael Barnes

A report comparing providers' capabilities to help decision-makers more effectively source services

In the face of ongoing macroeconomic turbulence and uncertainty, U.S. firms are balancing a push for growth and business innovation initiatives with a heightened focus on risk management and resiliency. This approach is increasing demand for increased cloud-related spending aimed at improving business agility and responsiveness. It is also driving initiatives to enable more effective data-driven decision-making and improve process visibility, predictability and resilience.

In 2025, Tech spending is primarily driven by investments in cybersecurity, infrastructure modernization and cloud adoption, data and analytics, and AI-enabled innovation. These priorities collectively accelerate demand for cloud data platforms such as Snowflake. The platforms enable firms to consolidate and manage diverse data types, including

structured and unstructured, into a single platform, eliminating data silos and improving data access, sharing and collaboration across the organization.

The US Snowflake ecosystem is impacted by a number of business priorities:

Enabling data-driven decision-making.

While effectively managing data and improving data-driven decision-making have always been important business priorities, organizations now increasingly rely on data analytics to realize these goals. Growing concerns over global supply chain disruptions, heightened by uncertainty and tariff threats, have driven projects focused on enhanced process automation, improved visibility and business continuity. Additionally, the surge in AI awareness, demand and adoption has dramatically increased the importance of data access, quality and management, driving significant changes in the data management landscape and increasing the demand for cloud data management platforms such as Snowflake and related services.

Firms are seeking a
**unified cloud data
platform** to better
**manage complex
data environments.**



Enhancing data sharing, collaboration and monetization. Rising labor costs and tech skills shortages are driving initiatives to improve EX, productivity and retention. The constantly shifting dynamics of hybrid work have increased the demand for solutions and platforms that enable collaboration across geographical and organizational boundaries. Cloud data platforms like Snowflake make data sharing and access easier for distributed teams. Providers differentiate themselves by helping organizations access data insights that improve employee productivity and scale nascent AI capabilities. Additionally, leading providers help firms leverage Snowflake's data sharing capabilities and marketplace to create new revenue streams by monetizing data, transforming data into a tangible strategic asset.

Delivering insights for transparency, traceability and reporting. To operate effectively, U.S. firms must navigate a large number of state, federal and global data protection regulations, including CCPA, HIPAA, GLBA, COPPA and GDPR. Organizations are also looking to consolidate and share data to

improve their sustainability initiatives, improve internal operations and manage extended supply chains to better measure and reduce carbon footprints. Given these complex requirements, AI-driven insights from a well-managed cloud data management platform are increasingly essential to address compliance challenges, operate effectively across jurisdictions, and achieve sustainability goals.

Ensuring effective data governance and security. Cybersecurity remains a top business priority and challenge, with concerns over data breaches and regulatory compliance putting the focus squarely on robust data governance frameworks and solutions. The growing focus on responsible and ethical AI has accelerated this trend, as increased AI usage necessitates improved data governance. One early benefit of the excitement surrounding GenAI initiatives is that organizations develop a clearer understanding of the importance of data governance and the need for a strong data foundation that supports not only structured but also semi-structured and unstructured data. Organizations are implementing cloud data platforms to simplify the management of

complex data environments through a unified platform. As these firms struggle with the challenges of data scale, security, privacy and accuracy, they will increasingly turn to service providers to understand the functionalities and implications of platforms like Snowflake in addressing their needs. They will also seek help in leveraging the Snowflake platform in production by implementing robust data governance and change management practices (for example, data lineage, access control and audit trails) at scale across hybrid or multicloud environments while adhering to varying regulatory standards across diverse regions and functions.

These business trends are among the key drivers of a changing technology and services landscape, directly impacting the U.S. Snowflake ecosystem. The following section outlines the key technology trends and their impact on the Snowflake ecosystem, especially highlighting the role of service providers.

Data scalability issues and performance bottlenecks. Traditional on-premises data warehouses often struggle to keep pace with the increasing volume, velocity and

variety of modern enterprise data. As data grows exponentially, legacy systems become expensive and difficult to scale, resulting in performance degradation, slow query response times and resource contention, especially when supporting concurrent users or running AI and ML workloads. Data cloud platforms such as Snowflake offer elastic architectures that allow enterprises to scale compute and storage independently, ensuring high performance without overprovisioning.

Real-time data processing and edge computing. Accessing, analyzing, visualizing and acting on data in real time is essential for maintaining a competitive edge, enhancing CX and supporting IoT devices, while edge computing reduces latency and bandwidth usage, complementing cloud data platforms. Snowflake supports real-time and near-real-time data ingestion pipelines and analysis, enabling timely data processing closer to data sources to enhance responsiveness and reduce latency.



Cloud migration and hybrid/multicloud complexity. Organizations are adopting hybrid and multicloud approaches and leveraging multiple cloud services for flexibility, performance and redundancy. This includes implementing multicloud Snowflake architectures across AWS, Azure and GCP to ensure resilience and cost optimization. However, managing consistent data architecture, governance and performance across multiple cloud environments is inherently complex, especially for firms migrating from legacy, monolithic data platforms. The issues include data transfer latency, workload reconfiguration, compatibility issues and operational disruption risks. Snowflake simplifies this transition by offering a cloud-agnostic and fully managed architecture. Firms will look to service providers for guidance on leveraging Snowflake as a single, secure data platform across clouds to enable workload portability, regulatory compliance and business continuity without added infrastructure overhead.

Advanced analytics, AI and ML: The integration of advanced analytics, AI and ML into business operations requires robust, scalable data platforms. Legacy systems lack the capability to support modern analytics, AI and ML at scale. Enterprises need platforms that natively integrate with data science tools, support Python or R and allow for in-database ML processing. Firms need service providers' guidance on best practices for leveraging data cloud platforms such as Snowflake, including the use of tools, accelerators and native integration with third-party ML platforms to prepare data, run models and deploy AI/GenAI solutions securely and efficiently.

Unified data management. The exponential growth of data from various sources requires advanced storage and processing capabilities. While cloud data platforms such as Snowflake are designed to manage large volumes of structured and unstructured data efficiently, migrating data from legacy systems to cloud platforms can be complex, costly and time-consuming. Ensuring ongoing integration with existing applications and systems adds an additional layer of complexity. Leading providers

excel in helping firms consolidate data lakes, warehouses and real-time analytics into a single Snowflake platform to improve governance, scalability and operational efficiency. This includes implementing data fabric and data mesh architectures to enable more effective data integration and governance across diverse sources.

Data application development. Organizations are increasingly aware of the potential of developing and scaling data-intensive applications while minimizing operational burdens by leveraging a fully managed service such as Snowflake to handle infrastructure concerns such as provisioning, availability and maintenance. Firms with complex requirements are exploring opportunities to monetize their data through data sharing via Snowflake Marketplace. Regardless of the maturity level, firms are expected to increasingly seek providers' guidance on leveraging Snowflake's Native Application Framework to build, test and deploy applications directly within Snowflake, reducing data movement while maintaining tight security and governance.

Cloud cost management and optimization: Adopting a hybrid and/or multicloud approach can potentially reduce infrastructure costs. However, without careful management, cloud usage can become unpredictably expensive, especially concerning storage, compute and data egress charges. Additionally, many firms are not fully leveraging their existing Snowflake investments, either failing to consume the credits they have already purchased or failing to adequately utilize the platform's capabilities across various business functions and corporate domains. This scenario represents a significant opportunity for service providers to help firms optimize the costs of their Snowflake implementation.



Executive Summary

In the face of ongoing macroeconomic turbulence and uncertainty, U.S. firms are balancing a push for growth and business innovation initiatives with a heightened focus on risk management and resiliency, fueling initiatives aimed at enabling more effective data-driven decision-making and improving process visibility, predictability and resilience.





Provider Positioning

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	Snowflake Consulting and Advisory Services	Snowflake Implementation Services	Snowflake Managed and Support Services
Accenture	Leader	Leader	Leader
Altimetrik	Contender	Contender	Not In
Birlasoft	Product Challenger	Product Challenger	Product Challenger
Brillio	Contender	Contender	Contender
Capgemini	Leader	Leader	Leader
Coforge	Product Challenger	Product Challenger	Rising Star ★
Cognizant	Leader	Leader	Leader
Deloitte	Leader	Leader	Leader





Provider Positioning

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	Snowflake Consulting and Advisory Services	Snowflake Implementation Services	Snowflake Managed and Support Services
DXC Technology	Leader	Leader	Leader
Genpact	Market Challenger	Market Challenger	Market Challenger
Grazitti Interactive	Contender	Contender	Not In
Hakkoda	Product Challenger	Product Challenger	Product Challenger
HCLTech	Market Challenger	Market Challenger	Market Challenger
Hexaware	Not In	Leader	Not In
Impetus Technologies	Contender	Product Challenger	Contender
Infocepts	Contender	Contender	Contender





Provider Positioning

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	Snowflake Consulting and Advisory Services	Snowflake Implementation Services	Snowflake Managed and Support Services
Infosys	Leader	Leader	Leader
Kipi.ai (WNS)	Product Challenger	Product Challenger	Product Challenger
LTIMindtree	Leader	Leader	Leader
Mastek	Contender	Contender	Contender
Mphasis	Product Challenger	Product Challenger	Product Challenger
Perficient	Contender	Contender	Contender
phData	Rising Star ★	Rising Star ★	Product Challenger
Quantiphi	Product Challenger	Product Challenger	Product Challenger





Provider Positioning

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	Snowflake Consulting and Advisory Services	Snowflake Implementation Services	Snowflake Managed and Support Services
Slalom	Leader	Leader	Not In
Spaulding Ridge	Product Challenger	Product Challenger	Product Challenger
Synechron	Contender	Contender	Not In
TCS	Leader	Leader	Leader
Tech Mahindra	Market Challenger	Market Challenger	Market Challenger
Tiger Analytics	Product Challenger	Product Challenger	Product Challenger
ValueMomentum	Not In	Product Challenger	Product Challenger
Wipro	Market Challenger	Market Challenger	Market Challenger



This study evaluates providers' capabilities based on their **product** and **service portfolio** and **competitiveness** within the Snowflake ecosystem.

Simplified Illustration Source: ISG 2025

Snowflake Consulting and Advisory Services

Snowflake Implementation Services

Snowflake Managed and Support Services

Definition

Snowflake has emerged as a transformative force in the data management and analytics landscape. It is well positioned in a dynamic market, with strong opportunities to leverage its cloud-native architecture, scalability and versatility to meet the increasing demand for AI-fueled data access and sharing and data-driven applications.

Snowflake integrates with various analytics, business intelligence (BI) and data science tools to address enterprises' needs. The Snowflake ecosystem has evolved rapidly, increasing the need for enterprises to leverage data-driven insights when selecting a partner, especially when evaluating advanced data solutions and services that complement Snowflake's unique architecture.

Snowflake is supported by a network of partners delivering technical implementations and offering services encompassing data integration, analytics, governance and cost optimization. A successful partnership with

Snowflake requires providers to be agile, innovative and deeply familiar with the platform's evolving features and best practices. Partners' capabilities fall broadly into three quadrants:

- **Snowflake Consulting and Advisory Services**, including strategy, governance and the effective use of AI and BI
- **Snowflake Implementation Services**, including cloud migration, data engineering and business application development
- **Snowflake Managed and Support Services**, including ongoing support, cost optimization and training services

ISG analyzes how providers are positioned in these three quadrants across the U.S. and Europe, based on their portfolio strength and market competitiveness. While many providers offer Snowflake-related services in these regions, this report will exclusively focus on the leading competitors within each studied quadrant.



Scope of the Report

This ISG Provider Lens™ quadrant report covers the following three quadrants for services/solutions: Snowflake Consulting and Advisory Services, Snowflake Implementation Services and Snowflake Managed and Support Services.

This ISG Provider Lens™ study offers business and IT decision-makers:

- Transparency on the strengths and weaknesses of relevant providers
- Differentiated positioning of providers by segments on their competitive strengths and portfolio attractiveness
- Focus on the U.S. and Europe markets

This ISG study serves as the basis for important decision-making by covering providers' positioning, key relationships and go-to-market considerations. ISG advisors and enterprise clients also use information from these reports to evaluate their current vendor relationships and potential engagements.

Provider Classifications

The provider position reflects the suitability of providers for a defined market segment (quadrant). Without further additions, the position always applies to all company sizes classes and industries. In case the service requirements from enterprise customers differ and the spectrum of providers operating in the local market is sufficiently wide, a further differentiation of the 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 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 & Market Challenger and Contender), and the providers are positioned accordingly. Each ISG Provider Lens™ quadrant may include a service provider(s) which ISG believes has 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.





Snowflake Implementation Services

Who Should Read This Section

This report is valuable for providers offering Snowflake implementation services in the U.S. to understand their market position and for enterprises looking to evaluate these providers. In this quadrant, ISG highlights the current market positioning of these providers based on the depth of their service offerings and market presence.

Technology professionals

should read this report to assess the Snowflake implementation partners' expertise in data engineering, governance, cloud architecture and multicloud deployment strategies.

Research and innovation professionals

should read this report to understand providers' ability to help leverage AI and ML and Snowflake's data capabilities to drive innovative data-driven solutions.

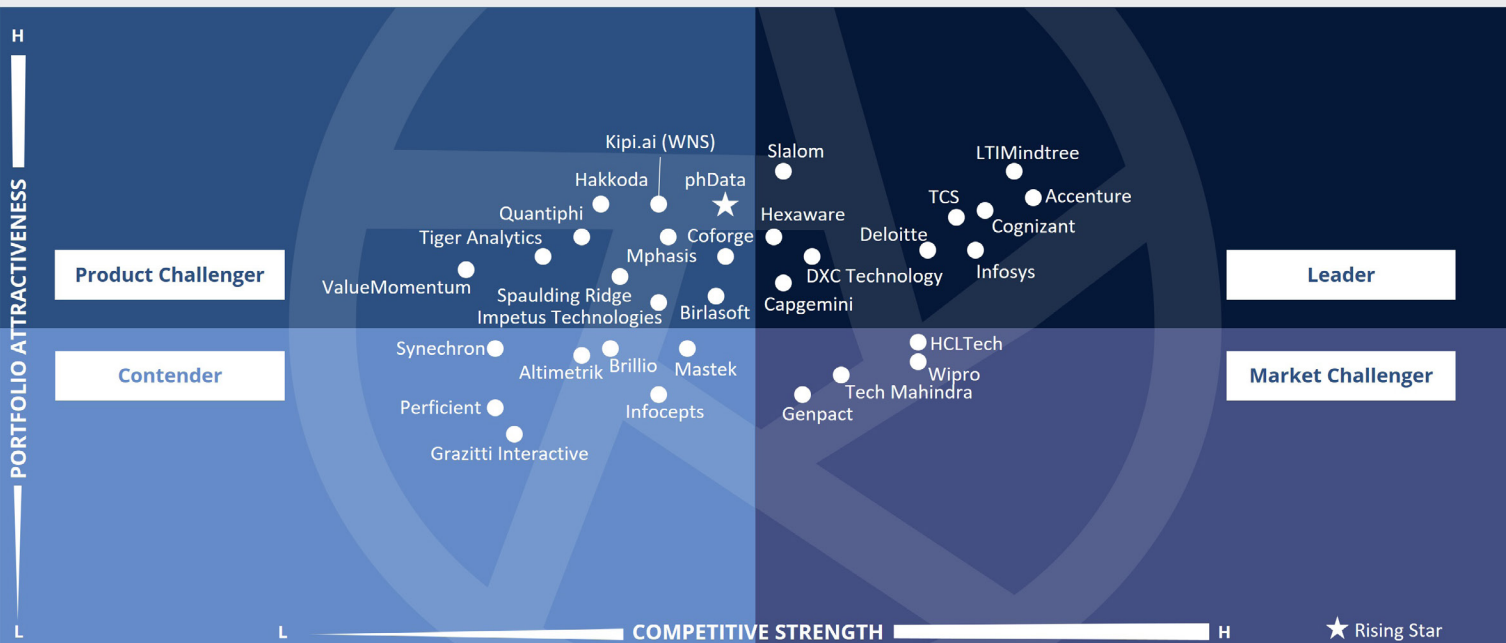
Product and strategy professionals

should read this report to understand and evaluate providers based on their expertise to drive effective data sharing and collaboration and accelerate AI and ML adoption.

Business professionals

should read this report to understand service providers' relative positioning and their ability to deliver measurable business improvements and outcomes and ensure a positive ROI.





This quadrant evaluates providers offering Snowflake implementation services, **modernizing data landscapes, enabling advanced analytics and delivering data-driven business applications** through technical and industry expertise.

Michael Barnes

Snowflake Implementation Services

Definition

This quadrant evaluates providers offering implementation services to help enterprises adopt Snowflake, modernize data landscapes, enable advanced analytics and deliver data-driven business applications. Providers must bring technical and industry expertise to fully leverage Snowflake's capabilities.

Providers are expected to support clients in areas such as data engineering, cloud architecture and deployment, AI integration, business applications and data sharing. Key services include data integration and ETL (extract, transform, load), data lake setup for scalable storage and collaboration framework implementation for improved data accessibility.

Partners play a vital role in implementing industry-specific solutions, enabling data-driven applications and embedded and customer analytics, fostering data sharing and collaboration for better decision-making, and providing integration services to connect Snowflake across multicloud or hybrid environments.

Eligibility Criteria

1. Expertise in Snowflake **architecture, configuration and best practices**, complemented by consultant certifications or qualifications
2. Proven **industry experience** in delivering Snowflake-based, industry-specific solutions
3. Expertise in integrating Snowflake with AWS, Azure and Google Cloud, using native cloud services for performance optimization and implementing scalable data lakehouse or hybrid architectures
4. Expertise in building **ETL/ELT pipelines** and connecting Snowflake with diverse data sources, including legacy systems, real-time streams and third-party tools
5. Strong knowledge of Snowflake's **Secure Data Sharing** to enable real-time collaboration and create data marketplaces with external partners
6. Experience in **integrating Snowflake with analytics platforms**, such as Python, R and Tableau, and **enabling AI and ML workflows** using Snowpark or partner solutions
7. In-depth understanding of Snowflake's core features, including data warehousing, data sharing, Snowpark and secure data exchange
8. Capabilities in **developing custom analytics solutions and integrating business applications** with CRM and ERP systems



Snowflake Implementation Services

Observations

Implementation services are central to the Snowflake practice of most providers, encompassing offerings such as data migration, data engineering and cloud architecture. While greenfield implementations exist, most projects focus on migrating data from legacy systems, including on-premises data warehouses. Service providers leverage advanced, GenAI-enabled data migration tools and methodologies to streamline migration processes that minimize disruption, ensure data integrity and reduce project risk.

Additionally, providers are intensifying their efforts in Snowflake-native app development and Snowflake Marketplace-based data monetization initiatives by leveraging Snowflake's Native App Framework as well as Snowflake's built-in capabilities and products, such as Streamlit, Snowpark and Cortex AI. Streamlit, an open-source Python library integrated within Snowflake, enables developers to build and deploy applications with advanced data visualization capabilities such as dashboards and ML interfaces.

Snowpark is a comprehensive developer framework for building complex data transformations, analytics and ML models directly within Snowflake using Python, Java or Scala. Furthermore, Cortex AI is a fully managed, serverless platform integrated within the Snowflake Data Cloud for building, deploying and scaling GenAI apps without moving data outside the Snowflake environment.

From the 111 companies assessed for this study, 32 qualified for this quadrant, with 10 being Leaders and one a Rising Star.

accenture

Accenture provides extensive implementation services with a strong focus on automated data migration, well-targeted accelerators and industry-specific solutions. The company also engages in significant joint development initiatives with Snowflake.

Capgemini

Capgemini's augments its deep expertise in data modernization and GenAI innovation through strong delivery capabilities and a deep partnership with Snowflake, focusing particularly on its data clean room solutions.

cognizant

Cognizant offers extensive implementation services, demonstrating its ability to leverage Snowflake Cortex to build GenAI-powered solutions. It boasts a comprehensive portfolio of accelerators and solutions and a strong market presence.

Deloitte.

Deloitte excels in delivering business-focused implementation services, particularly in the U.S. public sector, where it has a significant market presence, by leveraging integrated tools and accelerators, streamlining and automating data migration.

DXC TECHNOLOGY

DXC Technology has strong data infrastructure management services and a solid breadth of consulting capabilities, including comprehensive Snowflake implementation services offered through automated data migration and data engineering expertise.

HEXAWARE

Hexaware augments its service capabilities in data migration and AI integration through its proprietary platform, streamlining data modernization and conducting Snowflake-targeted adoption readiness assessments.

Infosys

Infosys offers extensive scale and depth in digital services and consulting, including data platform modernization expertise. It offers Snowflake-specific service and solution offerings, including automated frameworks and industry-specific accelerators.



Snowflake Implementation Services



LTIMindtree offers a deep Snowflake services portfolio and capabilities, a diverse suite of industry solutions and proprietary tools and frameworks to accelerate migration. Its long-standing partnership with Snowflake strengthens its competitive position.

Slalom

Slalom leverages its strategic partnership with Snowflake to offer joint development of industry-specific solutions, comprehensive services capabilities, targeted accelerators in areas such as risk management and solid market recognition.



TCS delivers strong data migration capabilities through its proprietary platforms and industry-specific services for data transformation. The company benefits from its long-standing partnership with Snowflake and extensive data engineering services.

phData's (Rising Star)

phData's (Rising Star) Snowflake services include data migration and automation solutions, featuring proven accelerators built on its proprietary toolkit. The company boasts a strong presence and recognition in the Snowflake ecosystem and extensive customer references.





"DXC Technology's strong data infrastructure management services, breadth of consulting capabilities and Elite Partner status qualify it as a Leader in this quadrant."

Michael Barnes

DXC Technology

Overview

DXC Technology is headquartered in Virginia, U.S. It has more than 127,200 employees across over 130 offices in 65 countries. In FY24, the company generated \$13.7 billion in revenue, with global infrastructure services (GIS) and global business services (GBS) each making up roughly 50% of the annual revenue. DXC offers comprehensive Snowflake implementation services that help businesses optimize data management and analytics with scalable, cloud-based solutions. Its strategic partnership with Snowflake delivers advanced data-driven and AI-powered solutions. Leveraging deep technical and industry expertise, DXC helps clients effectively deploy and maximize the value of Snowflake's open and extensible data platform.

Strengths

Comprehensive implementation services:

DXC offers comprehensive Snowflake implementation services for data transformation, including building scalable streaming and batch data pipelines, optimizing data warehousing for cost-effective analytics and enabling AI and ML model deployment using Snowflake ML. The company facilitates secure data collaboration through Snowflake's clean rooms and accelerates migrations from legacy systems such as SAP BW.

Data integration capabilities: DXC's Data Integration Framework (DIF) is a metadata-driven platform that streamlines data management, integration and processing. It automates the creation of Snowflake artifacts such as databases,

schemas, tables and roles through parameterized configuration files. This comprehensive suite of data services, accelerators and advisory modules enables efficient data flow management while ensuring compliance and security.

Efficient data migration: The DXC Automated Data Migration Framework (ADMF) streamlines and automates database migrations to Snowflake by transferring schemas, data, security roles, users and mappings using resilient pipelines and flexible extraction methods. ADMF integrates GenAI for intelligent extracting, transforming and loading (ETL) migration, enhancing schema conversion and procedures via a scalable and automated approach.

Caution

To maintain its leadership position, DXC should seek opportunities to enhance its profile within the Snowflake ecosystem, particularly by effectively promoting its Snowflake-tailored solutions in industries such as automotive, manufacturing and life sciences.





Appendix

The ISG Provider Lens 2025 – Snowflake 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 service providers and analysis of publicly available market information from multiple sources. The data collected for this report represent information that ISG believes to be current as of June 2025 for providers that actively participated and for providers that did not. ISG recognizes that many mergers and acquisitions may have occurred since then, but this report does not reflect these changes.

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

The study was conducted in the following steps:

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



Author & Editor Biographies

Lead Author



Michael Barnes
Lead Author

Michael is a globally recognized speaker and author with over 25 years of research and consulting experience. He helps senior decision-makers across the Asia Pacific region rethink their business and technology strategies to become more sustainable and compete more effectively in the digital age.

Prior to joining Tech Research Asia, Michael was a Vice President, Research Director at Forrester Research for over 15 years, where he led Forrester's Asia Pacific Digital Business Strategy and Customer Experience services and Sustainability research across this region.

Michael also led Software Infrastructure and Application Integration research in Asia Pacific for Gartner, advising large organizations on strategies for sourcing, implementing, and managing enterprise applications and software technologies. He also conducted software research, advisory and implementation at Meta Group and Hurwitz Group.

At ISG, he has worked on Microsoft, Snowflake and VMware Ecosystem studies.

Research Analyst



Tanya Varshney
Senior Research Analyst

Tanya is a Senior Research Analyst with deep expertise in technology research, specializing in emerging trends and innovation. With over five years of experience, she has led primary and secondary research initiatives in AI and analytics and has played a key role in developing ISG Provider Lens ecosystem reports on Google and SAP.

At ISG, she is a vital part of the IPL Custom Research team, driving impactful insights and supporting a diverse range of client engagements and projects.



Author & Editor Biographies

Study Sponsor



Aman Munglani
Senior Director & Principal Analyst

A recognized thought leader and industry advisor with over 23 years of experience in emerging technologies, Emerging vendors and infrastructure, Aman Munglani has spent much of his professional life advising the C-suite of Global 2000 companies on digital strategies, start-up engagement, innovation, technology roadmaps and vendor management. Prior to ISG, Aman spent twelve plus years at Gartner guiding CIOs and IT managers across Asia Pacific and Europe on emerging technologies, their use cases and maturity, infrastructure trends and technologies, vendor comparisons, and RFP reviews.

He also advised many global and Asia-Pacific vendor organizations on their go to market, product and pricing strategies and applicable competitive scenarios.

IPL Product Owner



Jan Erik Aase
Partner and Global Head – ISG Provider Lens/ISG Research

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 partner 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.



iSG Provider Lens™

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.

For more information about ISG Provider Lens™ research, please visit this [webpage](#).

iSG Research™

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The firm, founded in 2006, is known for its proprietary market data, in-depth knowledge of provider ecosystems, and the expertise of its 1,600 professionals worldwide working together to help clients maximize the value of their technology investments.

For more information, visit isg-one.com.





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REPORT: SNOWFLAKE ECOSYSTEM PARTNERS