



# Everest Group PEAK Matrix<sup>®</sup> for Amazon Web Services (AWS) System Integrator 2022

Focus on Wipro  
August 2022



## Background of the research

The growth of enterprise adoption of public cloud is accelerating. The public cloud market is seeing a proliferation in services offered by the hyperscalers and a corresponding increase in the investments made by SIs in their hyperscaler-specific cloud services and solution portfolio. AWS continues to dominate the overall public cloud market and is focusing on innovation across different portfolio segments covering infrastructure, platform, data, and next-generation services.

With more enterprises embarking on their public cloud migration journey, integrated delivery, and effective management of integrated capabilities across the core infrastructure, cloud application, and data on cloud has become crucial. Enterprises are looking for strong system integration capabilities across the entire life cycle of the cloud journey covering consulting, infrastructure design/build, cloud modernization, and cloud operate services for individual hyperscaler portfolio segments.

SIs are investing in a joint go-to-market approach, AWS-specific organization structure, talent development roadmap, AWS-specific solutions and IPs, and co-innovation activities to cater to enterprise demands. There has been an uptick in both organic and inorganic investments by SIs to attain AWS accreditations and competencies.

In this research, we present the assessment and detailed profiles of 29 SIs featured on the [System Integration \(SI\) Capabilities on Amazon Web Services \(AWS\) PEAK Matrix® Assessment 2022](#). The assessment is based on Everest Group's annual RFI process for calendar year 2022, interactions with leading SIs, client reference checks, and an ongoing analysis of the AWS services market.

### The full report includes the profiles of the following 29 leading AWS SIs featured on the AWS PEAK Matrix:

- **Leaders:** Accenture, Capgemini, HCL Technologies, Infosys, TCS, and Wipro
- **Major Contenders:** IBM, Brillio, Cognizant, Deloitte, DXC Technology, EPAM, GFT, LTI, Microland, Mphasis, NTT DATA, Orange Business Services, Persistent Systems, Rackspace Technology, Sopra Steria, Tech Mahindra, TO THE NEW, UST, and Virtusa
- **Aspirants:** Aspire Systems, Jade Global, Tavant, and Xebia

### Scope of this report



**Geography**  
Global



**Providers**  
29 leading AWS SIs



**Services**  
AWS cloud services

## System Integration (SI) capabilities on AWS PEAK Matrix® characteristics

### Leaders:

Accenture, Capgemini, HCL Technologies, Infosys, TCS, and Wipro

- Leaders continue to make strategic investments in AWS partnership through AWS accreditations, partner launch programs, and competencies for various industries, use cases, and workloads, along with joint go-to-market initiatives and solution co-creation with AWS
- These players have a credible industry-specific cloud offerings portfolio, AWS-specific assets and IPs, next-generation offerings, strong complex workload transformation capabilities, and a platform-centric solutioning approach
- Leaders have demonstrated capabilities of successful integrated cloud transformations across core AWS infrastructure, application, and data on cloud layers
- These players have demonstrated strong market impact and extensive capabilities in delivering value on cloud by being strategic partners in the customer's transformational journey

### Major Contenders:

IBM, Brillio, Cognizant, Deloitte, DXC Technology, EPAM, GFT, LTI, Microland, Mphasis, NTT DATA, Orange Business Services, Persistent Systems, Rackspace Technology, Sopra Steria, Tech Mahindra, TO THE NEW, UST, and Virtusa

- While these players are increasingly investing in building AWS competencies across various workloads and use cases, their capabilities in offering verticalized cloud solutions built on AWS and AWS-specific cross-industry assets lag Leaders
- These players have demonstrated high market impact in terms of YoY growth and value delivered to clients, while providing system integration capabilities on AWS
- They are making targeted investments in AWS-specific talent development, delivery capabilities, and partnership ecosystem

### Aspirants:

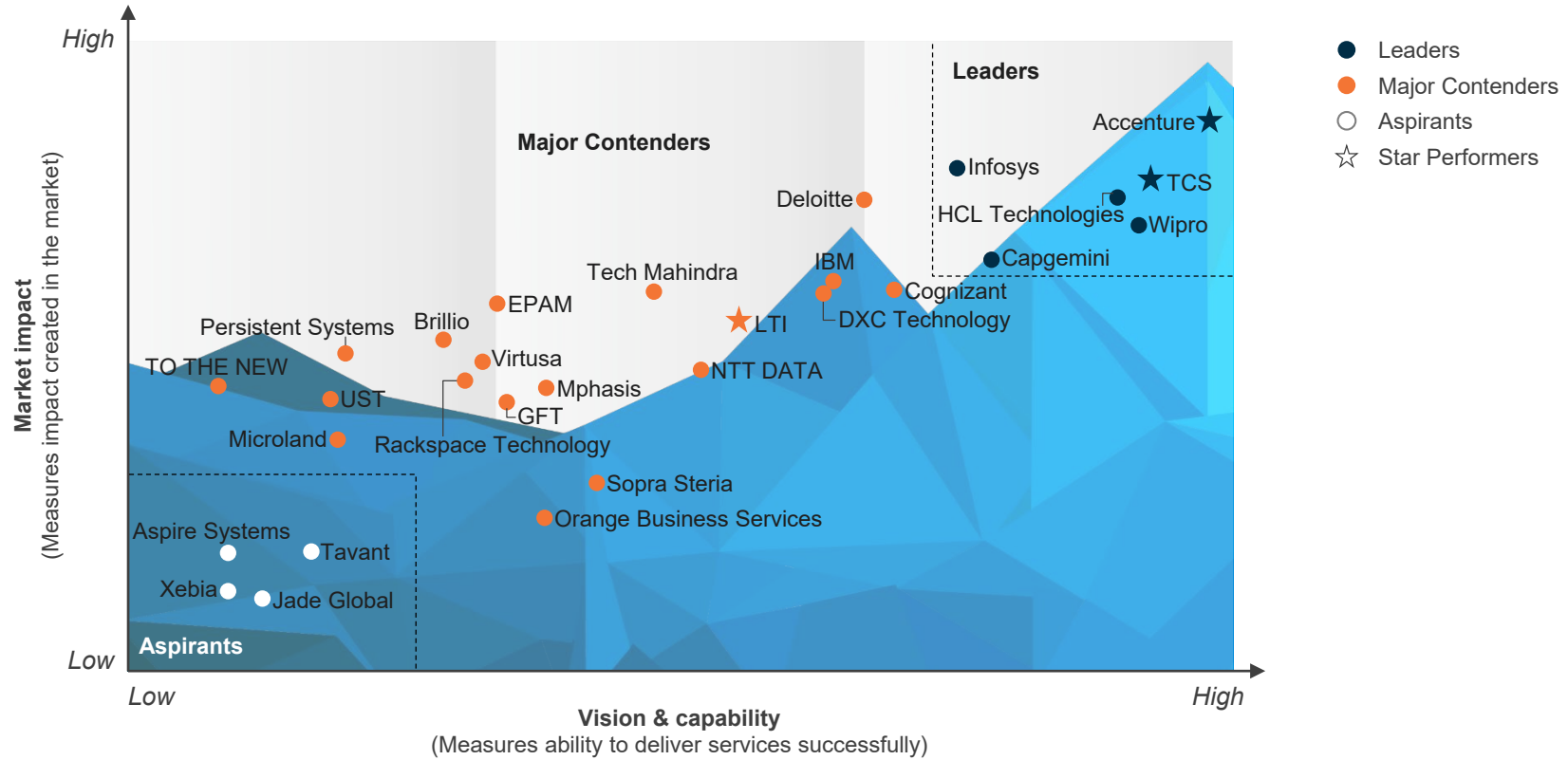
Aspire Systems, Jade Global, Tavant, and Xebia

- AWS system integration capabilities of Aspirants are in the initial stages of the partnership level in terms of accreditations, qualifications, and competencies
- These players prefer relying majorly on AWS' portfolio of industry-specific and cross-vertical solutions instead of investing in natively developed asset and IP portfolio, in order to deliver differentiated services to clients

# Everest Group PEAK Matrix®

## System Integration (SI) Capabilities on Amazon Web Services (AWS) PEAK Matrix® Assessment 2022 | Wipro positioned as Leader

Everest Group System Integration (SI) Capabilities on Amazon Web Services (AWS) PEAK Matrix® Assessment 2022<sup>1</sup>












<sup>1</sup> Assessment for Capgemini and Deloitte excludes system integrator inputs and is based on Everest Group's proprietary Transaction Intelligence (TI) database, ongoing coverage of these system integrators, system integrator public disclosures, and Everest Group's interaction with buyers  
 Source: Everest Group (2022)

# Wipro | system integration capabilities on AWS (page 1 of 6)

## Everest Group assessment – Leader

Measure of capability:  Low  High

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

### Strengths

- Wipro has a comprehensive portfolio of integrated offerings on AWS, which makes it suitable for enterprises looking for an end-to-end engagement on AWS including infrastructure, applications, data on cloud, and integrated security
- Enterprises looking for strong consulting expertise will benefit from Wipro’s collaboration with AWS Professional Services on a joint GTM motion for mainframe migration
- Enterprises looking to engage in next-generation themes such as AI/ML and IoT will find Wipro suitable due to its strong next-generation capabilities with AWS-specific solutions such as Wipro HOLMES and the Wipro Smart-twin platform
- Enterprises looking for differentiating capabilities in areas such as consulting, security, and DevOps will find Wipro attractive due to its meaningful acquisitions such as Capco and Ampion to strengthen its portfolio of solutions and IPs
- Some clients have highlighted commercial flexibility and proactive value-addition as key strengths for Wipro

### Limitations

- Enterprises beyond BFSI, energy and utilities, and telecom, media, & entertainment industries should seek strong proof points, given that Wipro’s experience has been more aligned to these industries so far on AWS
- Enterprise clients looking for highly skilled talent with certifications from AWS might find Wipro lagging due to its relatively lower percentage of AWS-certified talent pool compared to peers
- Enterprises looking for sustainability in cloud and data sovereignty capabilities on AWS might not find Wipro suitable as it lacks a well-defined portfolio across these two themes
- Some clients have highlighted project management and talent management as key challenges for Wipro

# Wipro | system integration capabilities on AWS (page 2 of 6)

## Overview

### AWS partnership overview

Wipro has been an AWS Premier Consulting Partner for more than a decade. It has over 11 competencies, 3,500 AWS certifications, and 40 solutions engineered on AWS. Wipro helps its customers in their business transformation journey across the entire cloud life cycle. Whether through strategizing, migrating, innovating, or operating, Wipro enables customers to employ AWS' technology and services. Wipro's business first strategy, supported by industry domain solutions in partnership with AWS, enables it to help the enterprises drive customer experience, business acceleration, and connected insights.

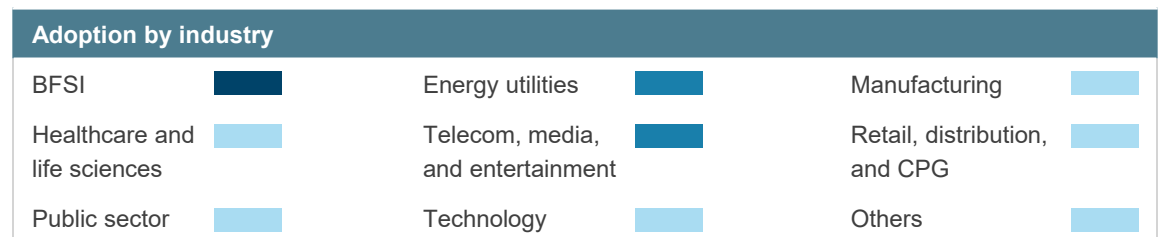
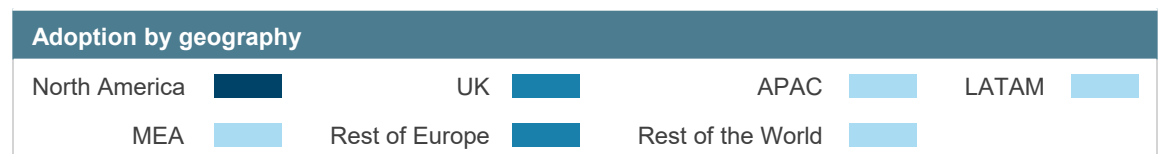
### Revenue from AWS-related services (2021)



### AWS portfolio – key highlights (representative list)

- AWS Energy and AWS Security competencies
- Mainframe Modernization (launch partner)
- AWS Level 1 Managed Security Service Provider (MSSP) specialization
- Modern Compute and Managed Application Security Testing Specialization Distinctions in the AWS Level 1 MSSP Competency
- Amazon Connect Service Delivery Partner
- AWS Migration Acceleration Partner for SAP (launch partner)
- Wipro AWS Launch Pad, a co-innovation center with AWS
- Cloud Studio for large-scale migration
- Next-generation managed services model through niche capabilities like such as SRE and EDOC Enterprise Digital Operations Center (EDOC)
- AI Academy, IoT engineering service, cybersecurity, and risk management
- Amazon Elastic MapReduce (EMR) and service delivery partner
- Amazon EKS Anywhere on Bare Metal (launch partner)

Low (<10%) Medium (10-20%) High (>20%)



# Wipro | system integration capabilities on AWS (page 3 of 6)

## Case studies

### Case study 1

#### Radical architecture and IT transformation

**Client:** one of the largest telephone operators and mobile network providers

#### Business challenge

The client was having DC contract renewal concerns with the majority of legacy monolithic applications needing end-of-service treatment. The maturity concerns of the client included moderate automation with tools duplication and over-provisioning of resources, which was leading to higher TCO. Its infra-platform was unable to handle peak overload due to legacy architecture (i.e., Oracle Sun Sparc) and a large list of feature requests was lagging due to slow implementation times and the requirement of a full shutdown.

#### Solution

- Suggested multi-tenant, event-driven, and microservices-based architecture to foster independent development and decoupling
- Offered end-to-end modernization including people, process, and technology
- Implemented cloud-native transformation and DevOps-based automation

#### Impact

- Faster time-to-market, zero outages, zero defects, and zero vulnerabilities with wave-based migration of applications to the public cloud
- Reduction in release cycles from two months to two weeks enabling quicker time-to-market
- Technical debt reduction with simplified and standardized target landscape enhanced business availability with improved application performance
- Enabled business flexibility with agile and auto-scaling platform
- Enabled 40% TCO reduction

### Case study 2

#### Accelerating digitalization to deliver sustainable energy and net zero ambition

**Client:** a multinational oil and gas company

#### Business challenge

The client's business had complaints about IT costs, speed of delivery, and quality of service. The client was transforming from an international oil company producing resources to an integrated energy company providing solutions to customers. The client needed to digitize its infrastructure and operations, in order to enable the development of new solutions and digital capabilities for the people and the planet.

#### Solution

- Increased the push to digital transformation including data migrations and application modernization to cloud-native technologies, as well as collaboration on several AI and ML use cases
- Established a Cloud Center of Excellence (CCoE) to enable enterprise-wide access to the cloud. It designed, deployed, and maintained the AWS architecture in compliance with architecture and security standards
- As part of the CCoE, the client migrated over 900 applications and closed four data centers
- Created a transparent and usage-driven pay-per-use cost model

#### Impact

- Cost savings of 47% due to migration and deployment on AWS
- Reduced complaints from the business and improved customer satisfaction
- Improved customer satisfaction and performance through the use of data-driven decisions

## Wipro | system integration capabilities on AWS (page 4 of 6)

### Solutions/IPs/products

#### Proprietary solutions/IPs/products (representative list)

Event name	Details
Wipro CHRO AI offering on AWS	A hyper-automation of transactional manual intensive processes using TEXTRACT and REKOGNITION for employee onboarding, benefits, and payroll. It uses AWS Sagemaker for data science use cases used for employee engagement, travel and expense audits, and payroll
Wipro Inspect-AI on AWS	Helps in detecting anomalies by doing a visual inspection of drones and other images. It uses AWS Sagemaker algorithms such as computer vision and semantic segmentation
Wipro Cognitive Finance Offering (CFO) on AWS	Used for entire value chain of the client's Chief Finance Office use cases such as risk and compliance, financial planning and forecasting, and strategic planning
Wipro Nuage on AWS	A smart orchestrator powered by AI/ML that accelerates silicon design through the prediction and optimization of resources using AWS' cloud-native capabilities. Nuage automates the process of identifying the right resource requirements and ensures that only as much is reserved during the process of Electronic Design Automation (EDA)
Wipro Intelligent Content-as-a-Service (ICaaS)	A secure platform provided by Wipro Digital to manage customer information and provide various content-related services like such as those pertaining to the user, workflow, and life cycle
Wipro Smart i-Connect™ (WSiC)	An IoT integration platform that enables a quick and solid solution for six aims of any IoT application: data acquisition, storage, processing, powerful advanced analytics, visualization, and enterprise application integration
Wipro Cloud Studio	A one-stop marketplace, which enables its customers to reimagine their cloudification journey and move to the cloud through a highly automated and industrialized approach that enables lift and shift, refactor, replatform, and deployment of a cloud-native and DevOps environment
Wipro Cloud Applications Risk Governance (CARG)	A solution that offers an integrated AWS cloud adoption approach by enabling application risk assessment and recommendation of native AWS security controls to protect an application based on various parameters including regulations and compliance considerations
Wipro Co track on AWS	An end-to-end modular and customizable IoT-based solution for offices, retail shops, shop floors, warehouses, hotels, public facilities, and restaurants
Wipro Track and Trace	A solution that tracks different types of assets and monitors the asset's real time location, increasing asset visibility, reducing theft/losses, and increasing overall operational efficiency
Wipro Data Discovery Platform	An exploratory analytics platform hosted on the AWS Platform and is offered in an insights-as-a-service model that makes it easy for organizations to consume insights and not worry about the tools/technologies involved in getting there



## Wipro | system integration capabilities on AWS (page 5 of 6)

### Partnerships

#### Partnerships (representative list)

Partner name	Details
SAP	Partnered for SAP application migration and modernization
Databricks	Partnered to provide an open and unified data analytics platform for data engineering, data science, ML, and analytics
Micro Focus	Partnered for application modernization and support including mainframe modernization
Snowflake	Partnered to focus on data mesh and data lake
Trend Micro	Partnered to enhance Wipro's offerings in cyber risk and security services
RedHat	Partnered for Red Hat OpenShift Service on AWS (ROSA) initiatives
Vmware	Partnered for desktop virtualization offerings and VMC on AWS for rapid migration to AWS and DRaaS

## Wipro | system integration capabilities on AWS (page 6 of 6)

### Investments and recent activities

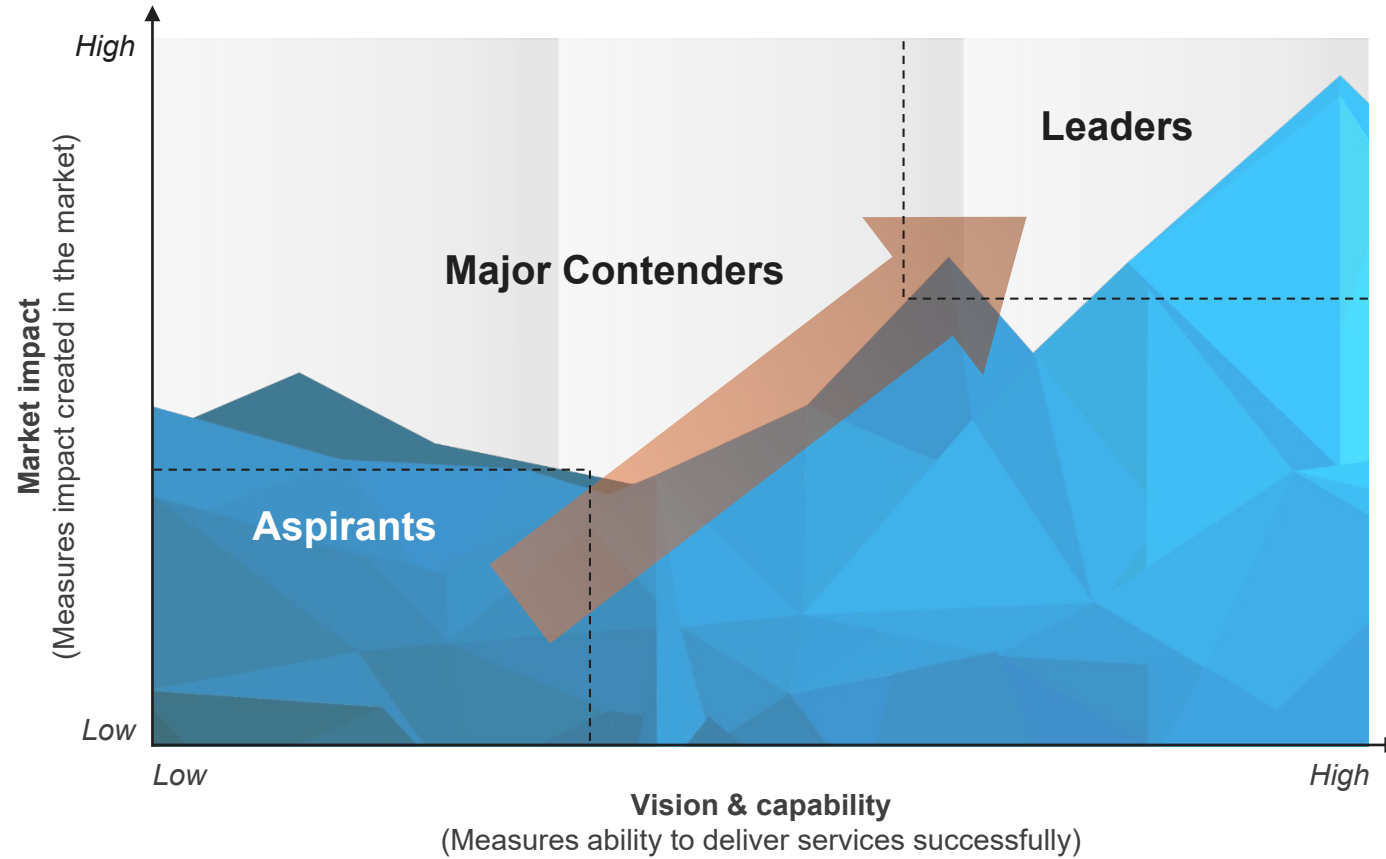
#### Investments (representative list)

Investment name	Details
Acquisitions	<p>Wipro has made multiple acquisitions to bolster its digital transformation capabilities on the cloud. Some of these include:</p> <ul style="list-style-type: none"> <li>• CAPCO: a global management and technology consultancy providing digital, consulting, and technology services to financial institutions in the Americas, Europe, and the Asia Pacific</li> <li>• Ampion: an Australian provider of cybersecurity, DevOps, and quality engineering services that strengthens Wipro's position in Australia and New Zealand.</li> <li>• Encore Theme: a specialist in providing cloud solutions in financial services, to strengthen its position as a dominant player across the globe by implementing Finastra solutions</li> <li>• Eximius Design: a leading engineering services company with strong expertise in semiconductor, software, and systems design, to strengthen Wipro's market leadership in VLSI and systems design services</li> </ul>
Talent	Invested in training and skill development of its employees. Wipro was on the AWS training and certifications board and is a selected partner for marquee AWS T&C programs
Wipro AWS Launch Pad	Inauguration of Launch Pad center in Brazil. AWS Sagemaker lab unveiled under Launch Pad. Another Wipro AWS launch Pad coming up in Canada

# Appendix

# Everest Group PEAK Matrix® is a proprietary framework for assessment of market impact and vision & capability

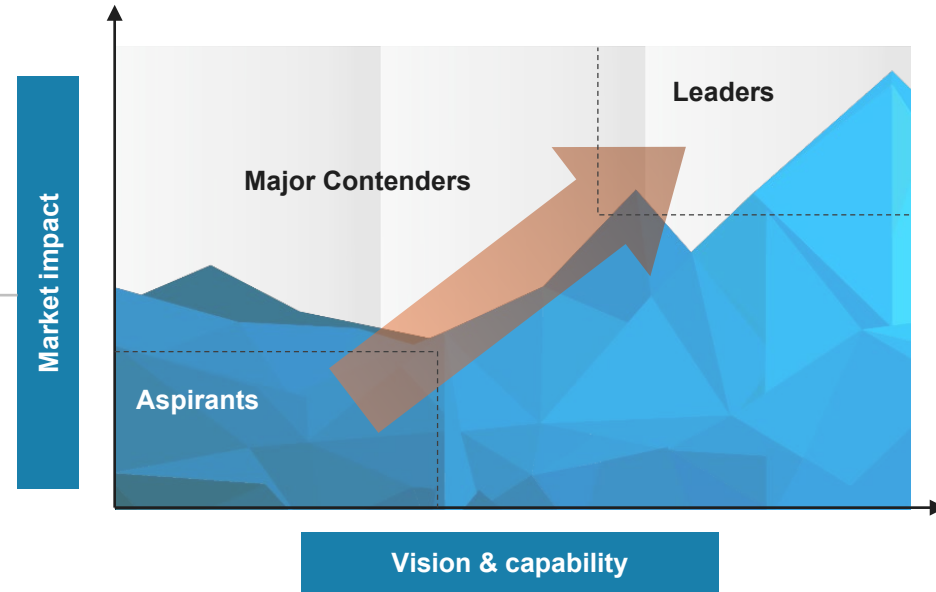
Everest Group PEAK Matrix



# Services PEAK Matrix® evaluation dimensions

Measures impact created in the market – captured through three subdimensions

- Market adoption**  
Number of clients, revenue base, YOY growth, and deal value/volume
- Portfolio mix**  
Diversity of client/revenue base across geographies and type of engagements
- Value delivered**  
Value delivered to the client based on customer feedback and transformational impact



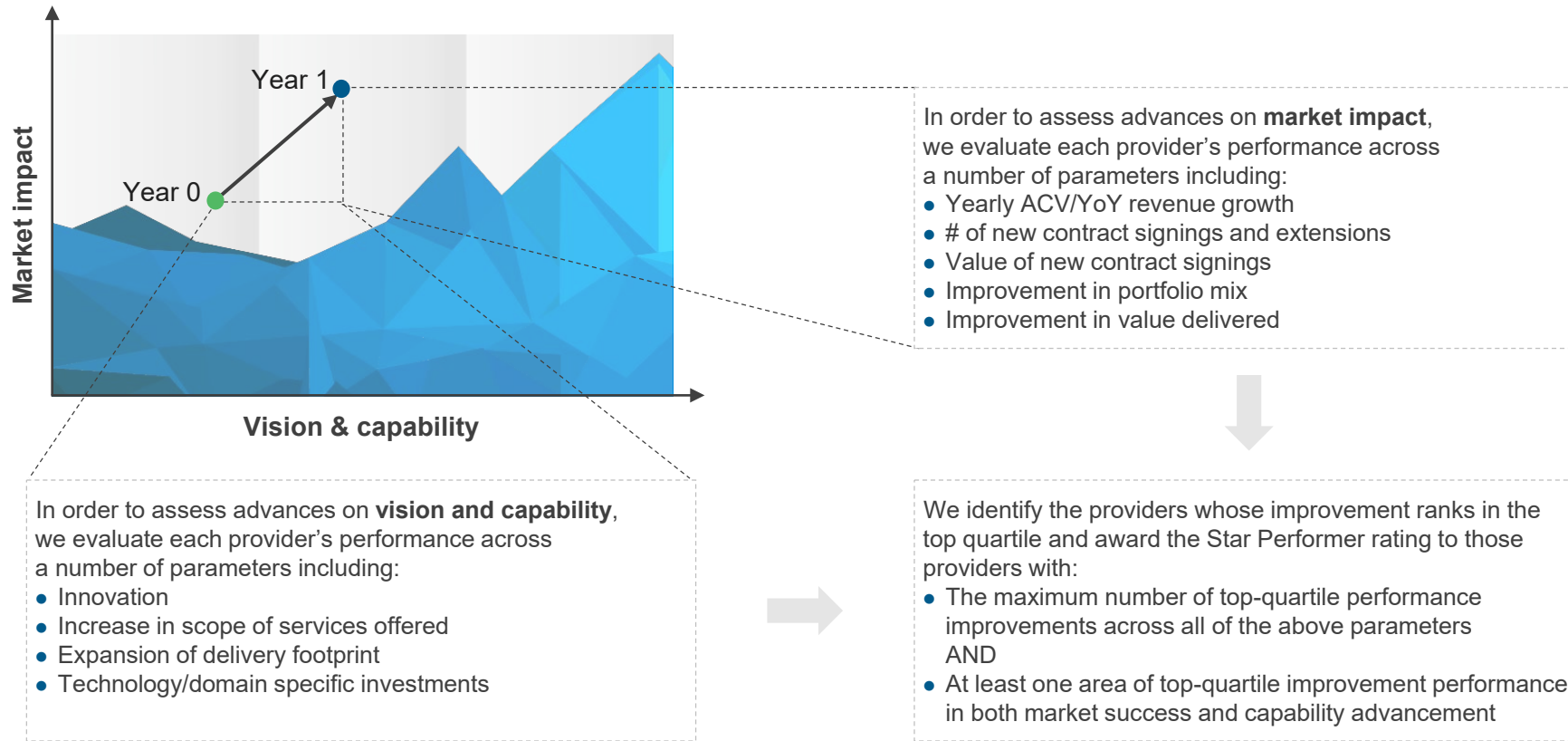
Measures ability to deliver services successfully. This is captured through four subdimensions

- Vision and strategy**  
Vision for the client and itself; future roadmap and strategy
- Scope of services offered**  
Depth and breadth of services portfolio across service subsegments/processes
- Innovation and investments**  
Innovation and investment in the enabling areas, e.g., technology IP, industry/domain knowledge, innovative commercial constructs, alliances, M&A, etc.
- Delivery footprint**  
Delivery footprint and global sourcing mix

# Everest Group confers the Star Performers title on providers that demonstrate the most improvement over time on the PEAK Matrix®

## Methodology

Everest Group selects Star Performers based on the relative YoY improvement on the PEAK Matrix



The Star Performers title relates to YoY performance for a given vendor and does not reflect the overall market leadership position, which is identified as Leader, Major Contender, or Aspirant.

# FAQs

## **Does the PEAK Matrix® assessment incorporate any subjective criteria?**

Everest Group's PEAK Matrix assessment adopts an unbiased and fact-based approach (leveraging provider / technology vendor RFIs and Everest Group's proprietary databases containing providers' deals and operational capability information). In addition, these results are validated / fine-tuned based on our market experience, buyer interaction, and provider/vendor briefings

## **Is being a “Major Contender” or “Aspirant” on the PEAK Matrix, an unfavorable outcome?**

No. The PEAK Matrix highlights and positions only the best-in-class providers / technology vendors in a particular space. There are a number of providers from the broader universe that are assessed and do not make it to the PEAK Matrix at all. Therefore, being represented on the PEAK Matrix is itself a favorable recognition

## **What other aspects of PEAK Matrix assessment are relevant to buyers and providers besides the “PEAK Matrix position”?**

A PEAK Matrix position is only one aspect of Everest Group's overall assessment. In addition to assigning a “Leader”, “Major Contender,” or “Aspirant” title, Everest Group highlights the distinctive capabilities and unique attributes of all the PEAK Matrix providers assessed in its report. The detailed metric-level assessment and associated commentary is helpful for buyers in selecting particular providers/vendors for their specific requirements. It also helps providers/vendors showcase their strengths in specific areas

## **What are the incentives for buyers and providers to participate/provide input to PEAK Matrix research?**

- Participation incentives for buyers include a summary of key findings from the PEAK Matrix assessment
- Participation incentives for providers/vendors include adequate representation and recognition of their capabilities/success in the market place, and a copy of their own “profile” that is published by Everest Group as part of the “compendium of PEAK Matrix providers” profiles

## **What is the process for a provider / technology vendor to leverage their PEAK Matrix positioning and/or “Star Performer” status ?**

- Providers/vendors can use their PEAK Matrix positioning or “Star Performer” rating in multiple ways including:
  - Issue a press release declaring their positioning. See [citation policies](#)
  - Customized PEAK Matrix profile for circulation (with clients, prospects, etc.)
  - Quotes from Everest Group analysts could be disseminated to the media
  - Leverage PEAK Matrix branding across communications (e-mail signatures, marketing brochures, credential packs, client presentations, etc.)
- The provider must obtain the requisite licensing and distribution rights for the above activities through an agreement with the designated POC at Everest Group.

## **Does the PEAK Matrix evaluation criteria change over a period of time?**

PEAK Matrix assessments are designed to serve present and future needs of the enterprises. Given the dynamic nature of the global services market and rampant disruption, the assessment criteria are realigned as and when needed to reflect the current market reality as well as serve the future expectations of enterprises



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