

Everest Group PEAK Matrix[®] for Amazon Web Services (AWS) System Integrators 2021

Focus on GFT
December 2020



Introduction and scope

Everest Group recently released its report titled “[System Integrator \(SI\) Capabilities on Amazon Web Services \(AWS\) PEAK Matrix® Assessment 2021](#)”. This report analyzes the changing dynamics of the AWS public cloud landscape and assesses system integrators across several key dimensions.

As a part of this report, Everest Group updated its classification of 27 system integrators on the Everest Group PEAK Matrix® for SI capabilities on AWS into Leaders, Major Contenders, and Aspirants. The PEAK Matrix® is a framework that provides an objective, data-driven, and comparative assessment of AWS system integrators based on their absolute market success and delivery capability.

Based on the analysis, **GFT emerged as a Major Contender**. This document focuses on GFT’s SI capabilities on AWS and includes:

- GFT’s position on the SI capabilities on AWS PEAK Matrix®
- Detailed AWS services profile of GFT

Buyers can use the PEAK Matrix® to identify and evaluate different system integrators. It helps them understand the system integrators’ relative strengths and gaps. However, it is also important to note that while the PEAK Matrix® is a useful starting point, the results from the assessment may not be directly prescriptive for each buyer. Buyers will have to consider their unique situation and requirements and match them against system integrator capability for an ideal fit.

Background of the research

- Enterprise consumption of cloud has witnessed a dramatic shift, from a skeptical outlook towards public cloud to going all in on public cloud, in the last few years. More than 90 percent of enterprises already leverage one or more public clouds in their enterprise environment
- COVID-19 has further accelerated enterprise migration to public cloud as most enterprises could see clear business continuity benefits during the pandemic. Contrary to an expected slowdown due to COVID-19, most enterprises have accelerated their digital transformation efforts with migration to public cloud being a key transformation lever
- Being the market leader, AWS has witnessed a spike in adoption for its products across compute, storage, applications, data & analytics, IoT, and blockchain. AWS has also undertaken several COVID-19 initiatives to help customers in ensuring business continuity in the areas of remote work & learning, research, and other initiatives. This has led to a proliferation of AWS offerings in the market, which coupled with management complexities, and talent crunch is pushing enterprises to seek third-party support. System integrators help enterprises in navigating the AWS landscape across infrastructure, platform, data, and next-generation technology segments
- In this research, we present an assessment and detailed profiles of 27 system integrators featured on the SI capabilities on AWS PEAK Matrix®. Each system integrator profile provides a comprehensive picture of its service focus, key Intellectual Property (IP) / solutions, domain investments, and case studies.
- The assessment is based on Everest Group's annual RFI process conducted over 2020, interactions with AWS cloud system integrators, client reference checks, and an ongoing analysis of the cloud services market.

This report assessed the following 27 system integrators on the SI capabilities on AWS PEAK Matrix® :

- **Leaders:** Accenture, Capgemini, Cognizant, DXC Technology, HCL Technologies, Infosys, TCS, and Wipro
- **Major Contenders:** Blazeclan, Brillio, Cloudreach, Ensono, Genpact, GFT, LTI, Microland, Mphasis, NTT DATA, Sopra Steria, Tech Mahindra, Trianz, UST Global, and Virtusa
- **Aspirants:** Aspire System, Coforge, Cybage, and Zensar

Scope of this report:



Geography
Global



System Integrators
27 leading cloud system integrators



Services
Cloud services

System Integrator (SI) Capabilities on AWS PEAK Matrix® characteristics

Leaders:

Accenture, Capgemini, Cognizant, DXC Technology, HCL Technologies, Infosys, TCS, and Wipro

- Leaders have established successful businesses in AWS services, driven by capability building and experience across the infrastructure, platform, data, and next-generation capabilities
- These players continue to proactively drive investments in next-generation technology themes and build strategic roadmaps for AWS services (internal IP/tools, partnerships, and acquisitions)
- Leaders have a strong focus on driving alignment between the business and IT teams of enterprises to drive higher value through contextual solutions tailored to specific enterprise requirements
- All Leaders have a strong focus on driving large-scale/complex cloud transformation, specifically for the large enterprise segment (with annual revenue greater than US\$5 billion)

Major Contenders:

Blazeclan, Brillio, Cloudreach, Ensono, Genpact, GFT, LTI, Microland, Mphasis, NTT DATA, Sopra Steria, Tech Mahindra, Trianz, UST Global, and Virtusa

- Major Contenders in the AWS services space include born-in-the-cloud system integrators as well as Indian-heritage system integrators
- While global players strongly leverage/include their assets and datacenter footprint along with their AWS services offerings, “asset-light” providers leverage their partner technology ecosystem to provide these services
- These companies continue to invest aggressively in building their IP, partnership ecosystem, and delivery capabilities across the AWS services spectrum, as well as in increasing their global coverage

Aspirants:

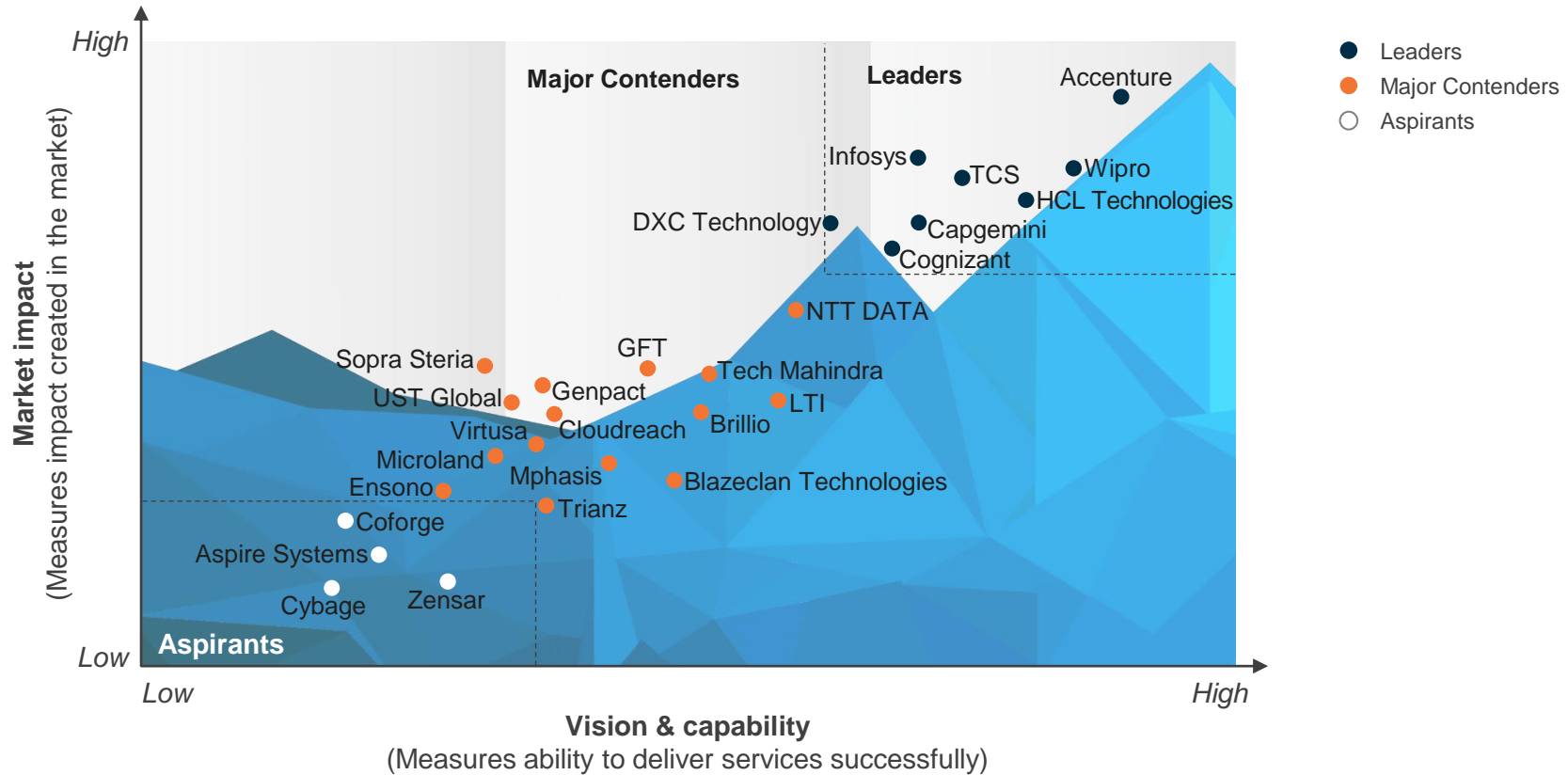
Aspire System, Coforge, Cybage, and Zensar

- The AWS services business of Aspirants is in the initial stages of asset and capability maturity
- While these system integrators are making investments to build delivery capabilities and IP/tools, they will also need to develop and strengthen advisory and design services capabilities on AWS to build market awareness and credibility as strategic transformation partners for enterprises

Everest Group PEAK Matrix®

System Integrator (SI) Capabilities on Amazon Web Services (AWS) PEAK Matrix® Assessment 2021 | GFT positioned as a Major Contender

Everest Group System Integrator (SI) Capabilities on Amazon Web Services (AWS) PEAK Matrix® Assessment 2021



Source: Everest Group (2020)

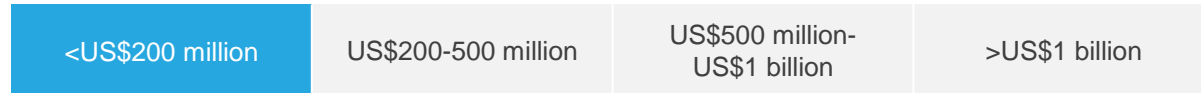
GFT | system integrator capabilities on AWS (page 1 of 5)

Overall cloud services overview

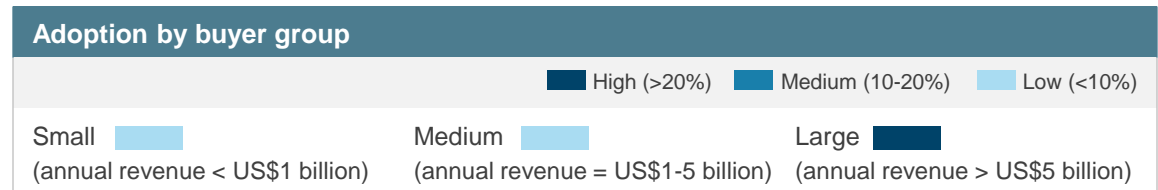
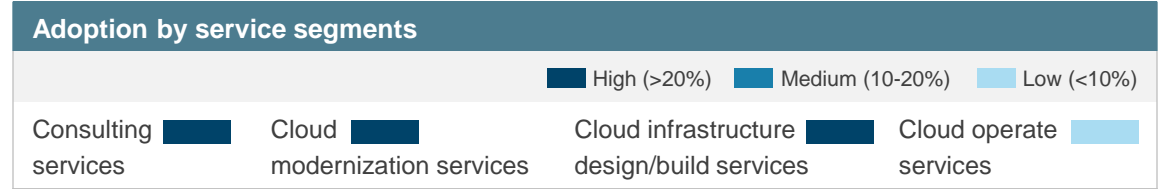
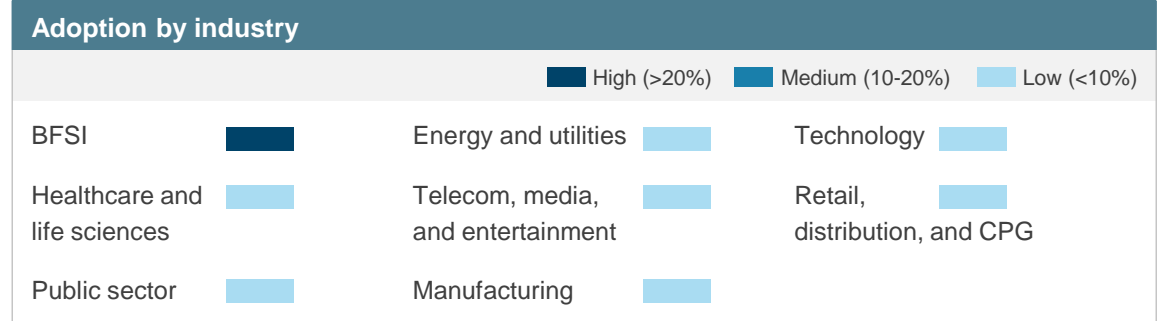
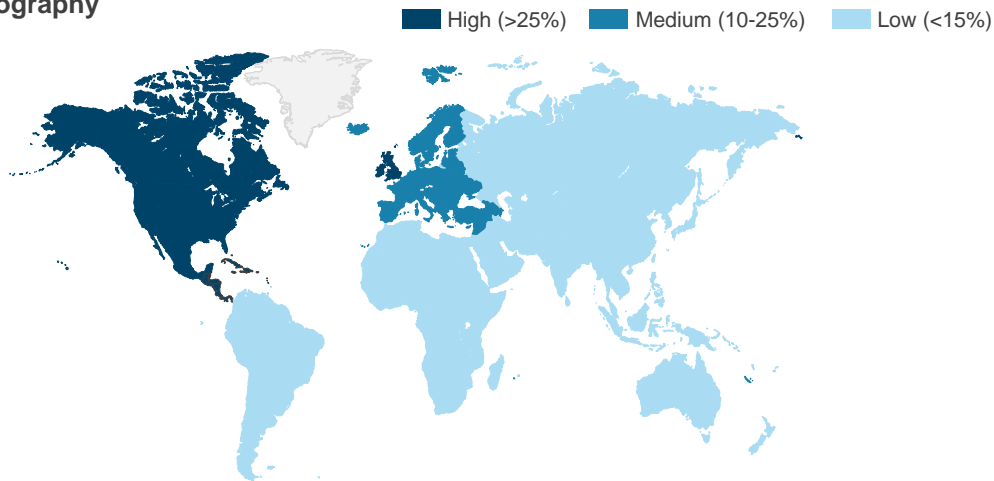
Cloud services vision

GFT's cloud services vision is to help customers innovate and transform their businesses by leveraging its cloud infrastructure and native services. The firm plans to provide its experience of cloud technologies to customers and help them benefit from consuming cloud services in a reliable, secure, and compliant way.

Overall cloud services revenue (2019)



Adoption by geography



Source: Everest Group (2020)

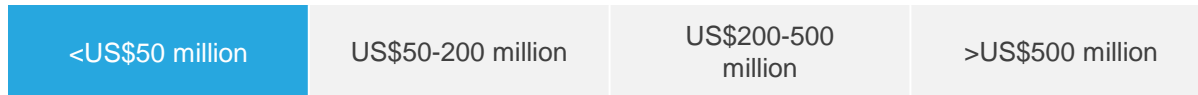
GFT | system integrator capabilities on AWS (page 2 of 5)

Capabilities on AWS overview

AWS partnership overview

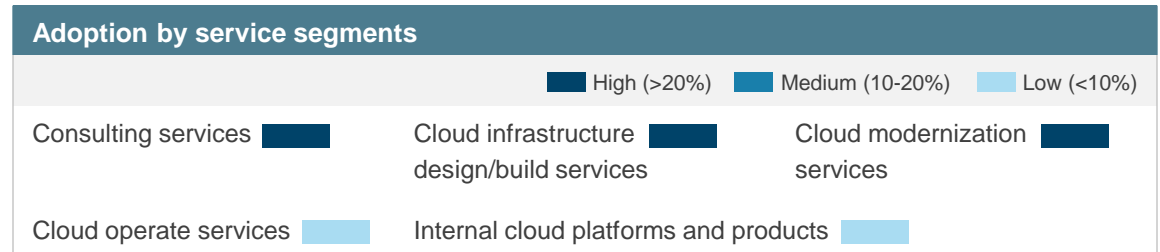
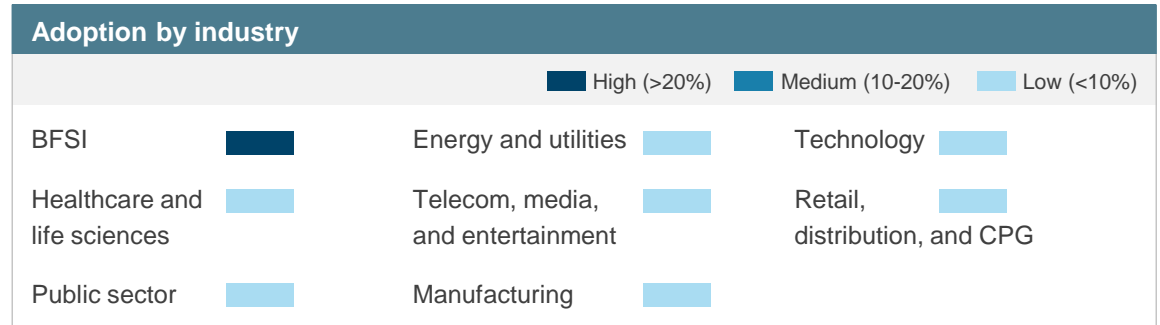
GFT has been an AWS partner since 2016. GFT was granted AWS advanced consulting partner status in 2018. In 2019, GFT formed an AWS Business Unit to lead their partnership globally. GFT has been regarded as a strategic partner for mainframe modernization projects globally, as well as high performance compute projects. GFT has open banking and virtual banking solutions, having delivered a flagship project in APAC. GFT has developed an AWS-based solution to effectively help enterprises navigate COVID-19 crisis with focus on digital clients and internal processes.

Revenue from AWS-related services (2019)



AWS portfolio – key highlights (representative list)

- GFT is focusing on digital banking to provide an agile platform for “new bank” business models to provide secure access to technology and pay-as-you-go pricing
- Key use cases delivered on AWS include:
 - Mainframe modernization to enable simplicity and flexibility
 - Murex migration using Infrastructure as Code
 - High performance compute to enable greater efficiency in risk calculations
 - Cloud-based trading and custody platform
 - Data transformation: Ingestion of data, analysis in real-time, and storage of data that is needed to support the business



GFT | system integrator capabilities on AWS (page 3 of 5)

Key solutions

Proprietary solutions (representative list)	
Solution name	Details
Tranquility Base	An open-source multi-cloud datacenter as code landing zone. It is a self-service portal for automating the provisioning of a set of DevOps-ready reference architectures with a single-click
Data science accelerators	GFT leverages previous experience and successful customer examples to advise and deliver on use cases such as chatbots, video intelligence, predictive analytics, image recognition, anomaly detection, and behavioral modeling

GFT | system integrator capabilities on AWS (page 4 of 5)

Case study, investments, and recent activities










Case study	Building a virtual bank from scratch
<p>Client: Hong Kong-based virtual bank</p>	
<p>Business challenge</p>	
<p>Attracting new millennial customers in Asia</p>	
<ul style="list-style-type: none"> • New digital FinTech disruptors are appearing constantly in banking, often targeting millennials with mobile-only offerings • A leading global bank in Asia wanted to offer a bespoke local digital platform, independent of its global legacy technology stack • The bank wished to use the optimal combination of modern technologies to create a virtual bank that would meet immediate and evolving customer needs quickly and profitably 	
<p>Solution</p>	
<ul style="list-style-type: none"> • Used AWS cloud-based virtual infrastructure and DevOps methods to deliver an integrated banking solution, and implemented a near real-time data catalog on an event-driven architecture having data lineage at the heart of the system to ensure continuous compliance and strong data governance • The solution ensured that every data entity that transits through the “event bus” is registered, discoverable, and describable • Integrated APIs from a wide-range of third parties to deliver new banking functions, including Thought Machine core banking, KYC, CRM, and AML, quickly and seamlessly • Leveraged AWS to deliver a strategic cloud-native architecture that embraces Agile and DevOps to enable delivery at pace. 	
<p>Impact</p>	
<ul style="list-style-type: none"> • A digital bank that puts the customer at the heart of everything it does • Delivered in a very short time using the right balance of self-build and out-of-the box components to build a unique mobile-only platform • Unique attributes include insights from spending patterns, budgeting and automating of saving habits, and cash back in real cash (not reward points) 	

Recent investments and activities (representative list)	
Development	Details
Capability enhancement	<ul style="list-style-type: none"> • Invested in a new vendor-agnostic open-source initiative, Tranquility Base. It is an open source, multi-cloud datacenter as code landing zone. It is a self-service portal for automating the provisioning of a set of DevOps-ready reference architectures with a single click • Invested in developing AI/ML solutions leveraging its global innovation labs. GFT has developed a service offering to help customers implement DataOps to accelerate business through data-driven culture

GFT | system integrator capabilities on AWS (page 5 of 5)

Everest Group assessment – Major Contender

Measure of capability:  High  Low

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

- Strong domain capabilities in financial services coupled with a strong AWS partnership makes GFT a relevant provider for BFS clients
- Clients appreciate GFT's partnership mentality of fulfilling services beyond the client requirements. Clients have reported high satisfaction levels
- Clients have appreciated GFT's focus and investments to keep abreast of new technologies such as Kafka, Istio, and React Native
- GFT offers a proximity model-based delivery model where it provides dedicated resources close to the client location during project delivery

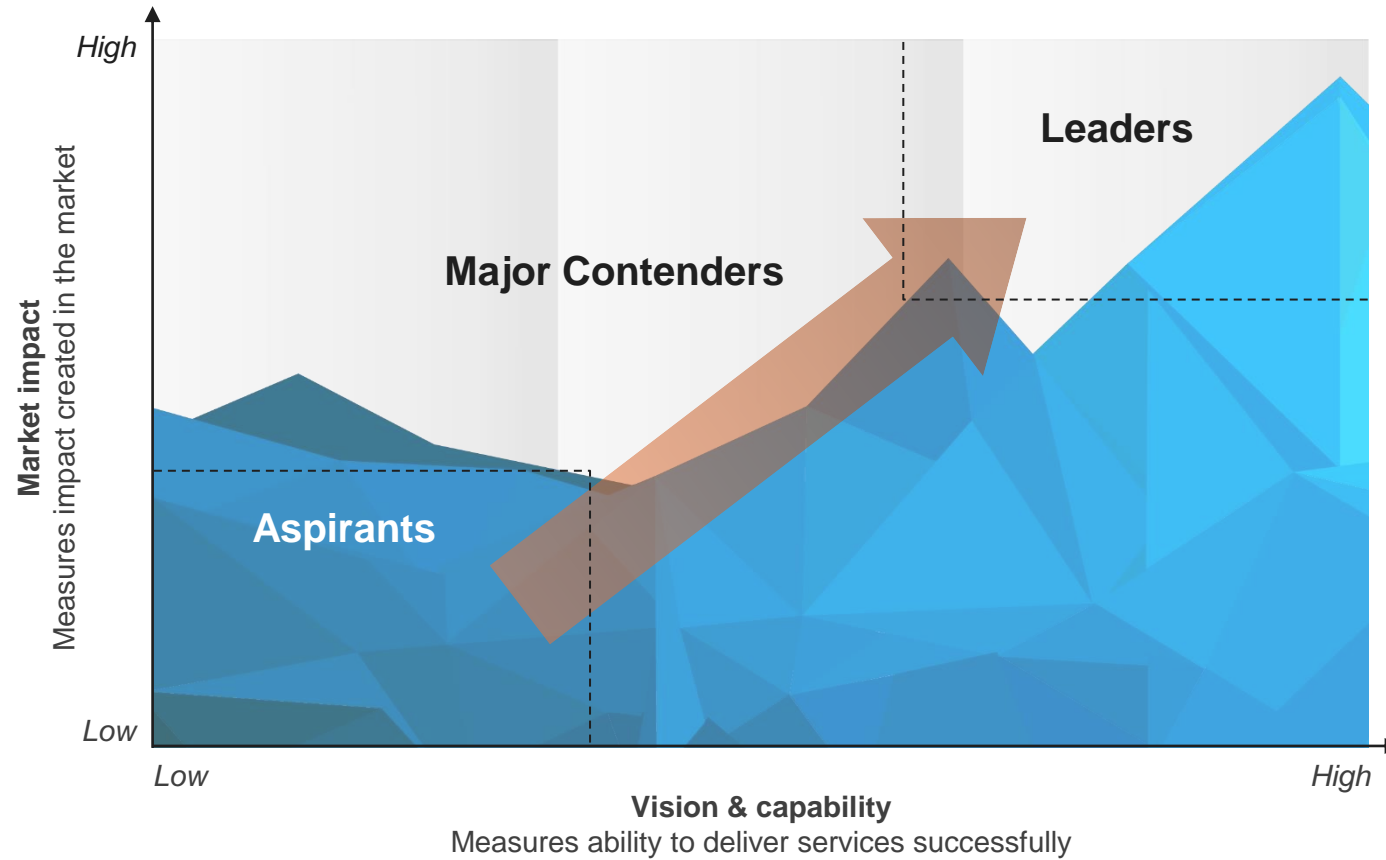
Areas of improvement

- Needs to develop more IPs, like its Tranquility Base offering around Datacenter-as-code, in new and upcoming technology stacks within AWS to further differentiate its cloud portfolio
- As next steps, GFT needs to focus on building its partnership with AWS by developing competencies and partner program accreditations
- GFT needs to leverage its BFS vertical experience to expand capabilities and start becoming more relevant in other verticals also
- While GFT is making investments toward expanding coverage, it needs to accelerate investments to expand delivery capacity, acquire new customers, and support rapid scale-up of customers

Appendix

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

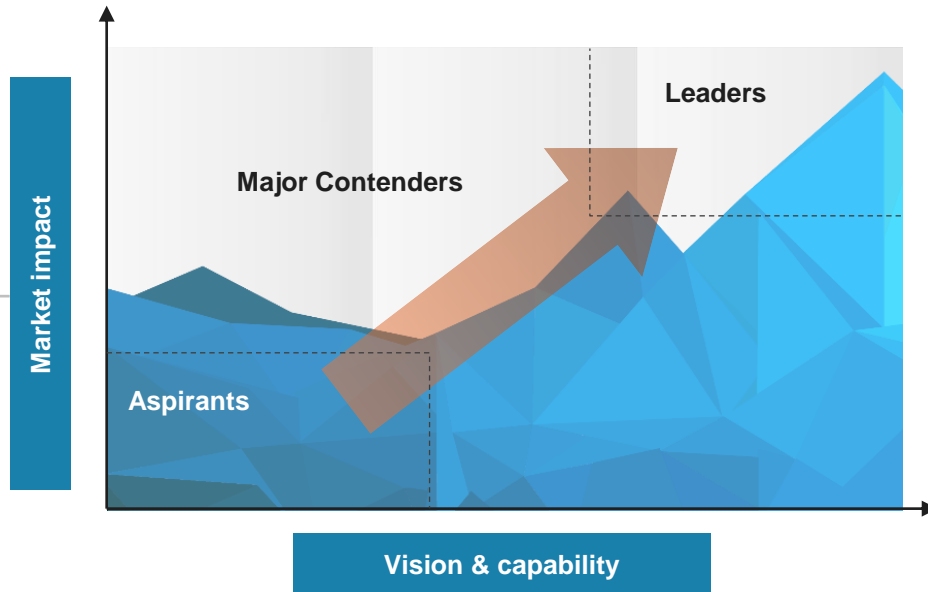
Everest Group PEAK Matrix



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

FAQs

Does the PEAK Matrix® assessment incorporate any subjective criteria?

Everest Group's PEAK Matrix assessment adopts an unbiased and fact-based approach (leveraging system integrator / 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 system integrators / 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 system integrator / 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



Everest Group is a consulting and research firm focused on strategic IT, business services, engineering services, and sourcing. Our clients include leading global enterprises, service providers, and investors. Through our research-informed insights and deep experience, we guide clients in their journeys to achieve heightened operational and financial performance, accelerated value delivery, and high-impact business outcomes. Details and in-depth content are available at [everestgrp.com](https://www.everestgrp.com).

Stay connected

Website

[everestgrp.com](https://www.everestgrp.com)

Social Media

-  @EverestGroup
-  @Everest Group
-  @Everest Group
-  @Everest Group

Blog

[everestgrp.com/blog](https://www.everestgrp.com/blog)

Podcast

DigitalReallTy



Dallas (Headquarters)

info@everestgrp.com
+1-214-451-3000

Bangalore

india@everestgrp.com
+91-80-61463500

Delhi

india@everestgrp.com
+91-124-496-1000

London

unitedkingdom@everestgrp.com
+44-207-129-1318

New York

info@everestgrp.com
+1-646-805-4000

Toronto

canada@everestgrp.com
+1-416-388-6765

This document is for informational purposes only, and it is being provided "as is" and "as available" without any warranty of any kind, including any warranties of completeness, adequacy, or fitness for a particular purpose. Everest Group is not a legal or investment adviser; the contents of this document should not be construed as legal, tax, or investment advice. This document should not be used as a substitute for consultation with professional advisors, and Everest Group disclaims liability for any actions or decisions not to act that are taken as a result of any material in this publication.