



Everest Group PEAK Matrix[®] for Microsoft Azure System Integrator 2022

Focus on Wipro
September 2022



Background of the research

Enterprise adoption of the public cloud is on an accelerated growth trend. The public cloud market is experiencing a proliferation of services offered by hyperscalers and a corresponding increase in investments made by System Integrators (SIs) in their hyperscaler-specific cloud services and solution portfolio. Azure continues to enjoy significant enterprise mindshare and is experiencing increased adoption as the preferred public cloud partner, rapidly closing the gap with AWS.

With more and more enterprises embarking on their public cloud migration journey, integrated delivery and effective management of integrated capabilities across core infrastructure, cloud application, and data on the cloud have 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 operation services for the individual hyperscaler portfolio segments.

SIs are investing in an industry cloud-focused joint go-to-market approach, Azure-specific organization structure, Azure-focused 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 Azure accreditations and competencies.

In this research, we present the assessment and detailed profiles of 31 SIs featured on the [System Integration \(SI\) Capabilities on Microsoft Azure PEAK Matrix® Assessment 2022](#). The assessment is based on Everest Group's annual RFI process for the calendar year 2022, interactions with leading SIs, client reference checks, and an ongoing analysis of the Azure services market.

This report includes the profiles of the following 31 leading Microsoft Azure SIs featured on the Microsoft Azure PEAK Matrix:

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

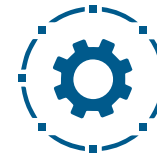
Scope of this report



Geography
Global



Providers
31 leading Microsoft Azure SIs



Services
Azure cloud services

System Integration (SI) Capabilities on Microsoft Azure PEAK Matrix® characteristics

Leaders:

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

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

Major Contenders:

Brillio, Deloitte, EPAM, GFT, IBM, Infogain, LTI, Microland, Mindtree, Mphasis, NTT DATA, Orange Business Services, Persistent Systems, Rackspace Technology, Sopra Steria, Tech Mahindra, UST, and Virtusa

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

Aspirants:

Aspire Systems, GAVS Technologies, Jade Global, Tavant, and Xebia

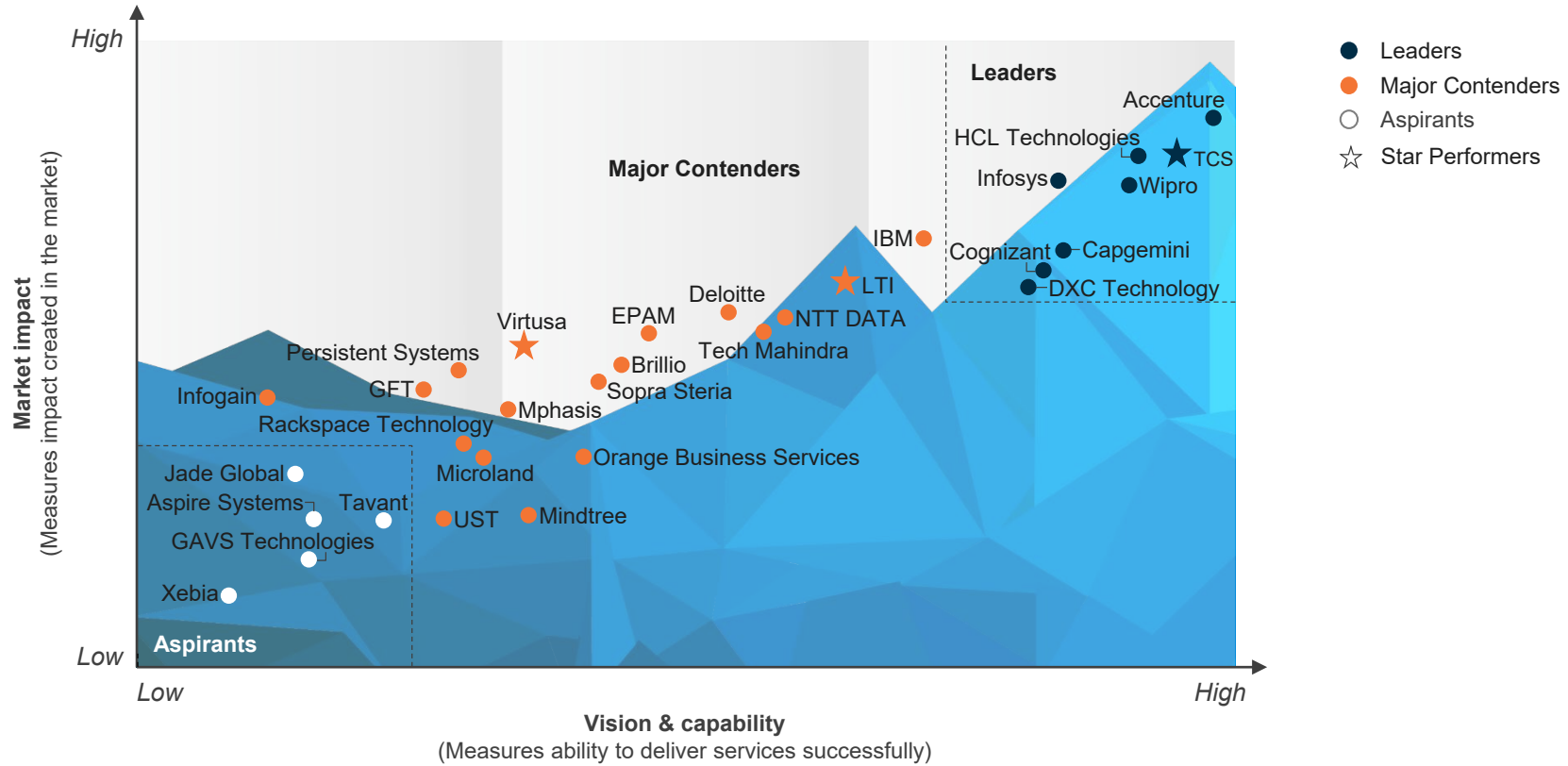
- Azure system integration capabilities of Aspirants are in the initial stages of the partnership level in terms of accreditations, qualifications, and competencies
- These players prefer relying majorly on Azure's portfolio of industry-specific and cross-vertical solutions instead of investing in natively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

Everest Group PEAK Matrix®

System Integration (SI) Capabilities on Microsoft Azure PEAK Matrix® Assessment 2022 |

Wipro positioned as Leader

Everest Group System Integration (SI) Capabilities on Microsoft Azure PEAK Matrix® Assessment 2022¹











¹ 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 Microsoft Azure (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	Innovation and investments	Delivery footprint	Overall
								

Strengths

- Wipro’s dedicated Azure business unit provides a comprehensive portfolio of integrated offerings, making it suitable for enterprises looking for end-to-end engagements including infrastructure, applications, data on the cloud, and integrated security on Azure
- Enterprises will find Wipro suitable for sustainability in cloud offerings, as it is a Microsoft sustainability partner and a founding member of Transform to NetZero, a cross-sector initiative for a net zero emissions economy
- 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, Edgile, and Ampion to strengthen its portfolio of solutions and IPs
- Some clients have highlighted its proactive value-addition and highly-skilled talent with domain and technical expertise as key strengths for Wipro

Limitations

- Enterprises from healthcare and life sciences, public sector, and manufacturing industries should seek strong proof-points before engaging, since Wipro’s experience has been more aligned to other industries for Azure-specific services
- Enterprises looking for a heavy onshore-centric delivery model need to carefully assess Wipro’s capabilities as a significant portion of its delivery footprint is currently offshore
- Enterprises looking for data sovereignty capabilities on Azure might not find Wipro suitable as it lacks a well-defined portfolio in the space
- Some clients have highlighted project management and talent management as key challenges for Wipro

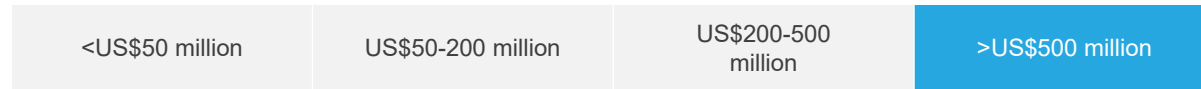
Wipro | system integration capabilities on Microsoft Azure (page 2 of 6)

Overview

Azure partnership overview

Wipro has a global Microsoft partnership team, with executive alignment on sustainability and market development in key regions and verticals. Together, Wipro and Microsoft create PowerBI-enabled solutions for enhanced business acceleration, optimized user experience, and better-connected insights. In line with its Fullstride business-first cloud strategy, Microsoft is co-investing in Wipro's Cloud Studios worldwide to accelerate the customer journey to Microsoft's industry-specific clouds.

Revenue from Azure-related services (2021)

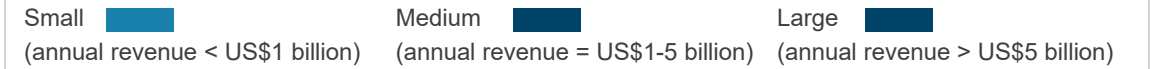


Azure portfolio – key highlights (representative list)

- It has 16 Gold competencies such as application integration, application development, ERP, collaboration and content, and small and mid-market cloud solutions
- It has received 11 advanced specializations including Cloud Security, Kubernetes on Azure, SAP on Azure, identity and access management, and threat protection
- Awarded Partner of the Year 2022 for Analytics, Power BI, and Compliance
- Awarded Partner of the Year 2021 in Azure application modernization
- Key investments include Azure cloud studio, Azure automation, Azure FinOps, Azure hybrid model, and Azure academy
- Services covering Azure migration, modernization, cloud-native, Azure integration, Azure AI and cognitive services, and IoT implementation

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

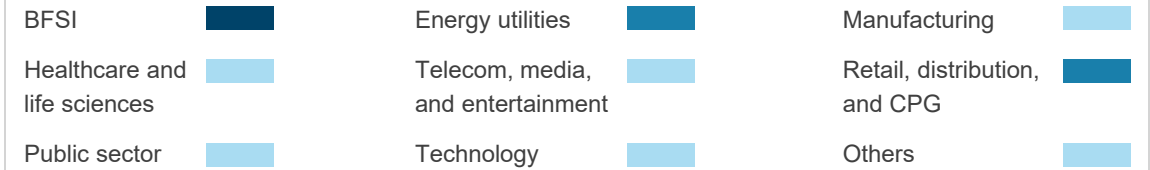
Adoption by buyer group



Adoption by geography



Adoption by industry



Adoption by service segments



Wipro | system integration capabilities on Microsoft Azure (page 3 of 6)

Case studies

Case study 1	Cloud migration and application modernization
Client: a multinational F&B conglomerate	
Business challenge	
<p>The client was looking to migrate over 200 applications to Azure for simplifying and modernizing its IT platform. The process posed several challenges such as the legacy application set, where most of the applications were old leading to a lack of understanding of the technicality of the applications. There was also process ambiguity where most of the markets were not clear about the central processes of the client and diverse applications where the applications ranged from custom-built to COTS products across different technologies such as Java, .NET, Spring, Oracle, SQL Server, and DB2.</p>	
Solution	
<ul style="list-style-type: none">• Designed target architecture for the applications using principles of automation, CI/CD pipelines, and performance• Replatformed, refactored, and migrated over 200 web-based applications to Azure Cloud and Azure App Services• Provided the client with comprehensive application, landing zone, security, and cost analysis and enabled applications to use Azure native services	
Impact	
<ul style="list-style-type: none">• Improved application performance through right-sizing of infrastructure• Enhanced business availability due to application migration• Reduced application infrastructure costs and deployment time with automation• Improved security posture of applications by left shifting of security analysis to DevOps pipeline	

Case study 2	IT platform and application modernization
Client: an investment banking and financial services company	
Business challenge	
<p>The client was looking to migrate around 70 applications to Azure in order to simplify and modernize its IT platform. The process posed several challenges such as acceptance criteria where application owners were unclear about the pilot objectives and acceptance criteria and process ambiguity. There were also diverse applications where the application baseline was not defined and had to be updated several times during the pilot along with pre-existing security vulnerabilities in the applications.</p>	
Solution	
<ul style="list-style-type: none">• Migrated web-based applications to Azure Webapps and PCF using accelerators like devNXT and AMT• Offered end-to-end modernization including cloud migration, discovery and assessment, and application modernization• Designed target architecture of the applications for replatforming, refactoring, and migration to Azure	
Impact	
<ul style="list-style-type: none">• Improved access to infrastructure to test and develop applications due to right-sizing• Reduced application deployment time• Improved and enabled faster detection of latent defects in applications• Improved security posture of applications with the use of static code analysis and implementation of stringent security group and network ACLs	

Wipro | system integration capabilities on Microsoft Azure (page 4 of 6)

Solutions/IPs/products

Proprietary solutions/IPs/products (representative list)

Event name	Details
Boundary Less Enterprise (BLE)	A framework to provide an Azure automation grid that helps enterprise to consume a self-service catalog for Azure resources and their lifecycle management services
Azure Security and Compliance	Enables organizations to effectively implement layered security and comprehensive compliance controls for their Azure landing zone and workloads
DevNXT	A productized service offering which automates the complete software release management process in a software delivery life cycle
Data Discovery Platform (DDP)	A platform that empowers customers with actionable insights by exploring varied data sources through techniques such as pattern discovery, auto ML, visual sciences, and storytelling to simplify interpretation and decision-making. The core of this platform brings together Wipro HOLMES™ AI and Azure.
NIMBUS	A suite of accelerators with ready-to-deploy modules, enabling end-to-end automation of the cloud migration journey
Smart Asset Twin	Provides a virtual representation of assets using IoT, cloud, physical simulation, and advanced analytics
Asset Radar	Provides enterprises visibility into asset performance and health by harnessing the power of IoT
Smart Asset Track and Trace	An end-to-end solution offering that includes sensor tags, IoT gateway, connectivity, platform, and cloud-hosted track and trace application that is secured end-to-end
Wipro – Advanced Multi-lingual Azure AI Chatbot	Harnesses the power of AI to enable retailers to hyper-localize and optimize their assortment, space, and pricing strategies. It also helps retailers identify demand signals and marketplace changes.
SmartiConnect	An Azure IoT solution with employee back to office (post COVID-19), building management, and Smart City as some of those use cases that are expedited by SmartiConnect solution of Wipro and Azure PaaS services
Wipro – Advanced Multi-lingual Azure AI Chatbot	A multi-lingual intelligent conversational assistant powered by Azure cognitive services
SAP on Azure Security	Wipro's SAP on Azure workloads security and compliance design and implementation service

Wipro | system integration capabilities on Microsoft Azure (page 5 of 6)

Partnerships

Partnerships (representative list)	
Partner name	Details of the partnership
Corent	Partnered for enterprise application assessment, migration, modernization, and FinOps
Mobilize.net	Partnered for application modernization
Skytap	Partnered for legacy IBM AIX series modernization
Secude	Partnered for SAP documents information protection
Cloudknox	Partnered for multi-cloud permissions entitlements management. It is a Microsoft-acquired firm.
VMware	Partnered to provide native VMware services on Azure

Wipro | system integration capabilities on Microsoft Azure (page 6 of 6)

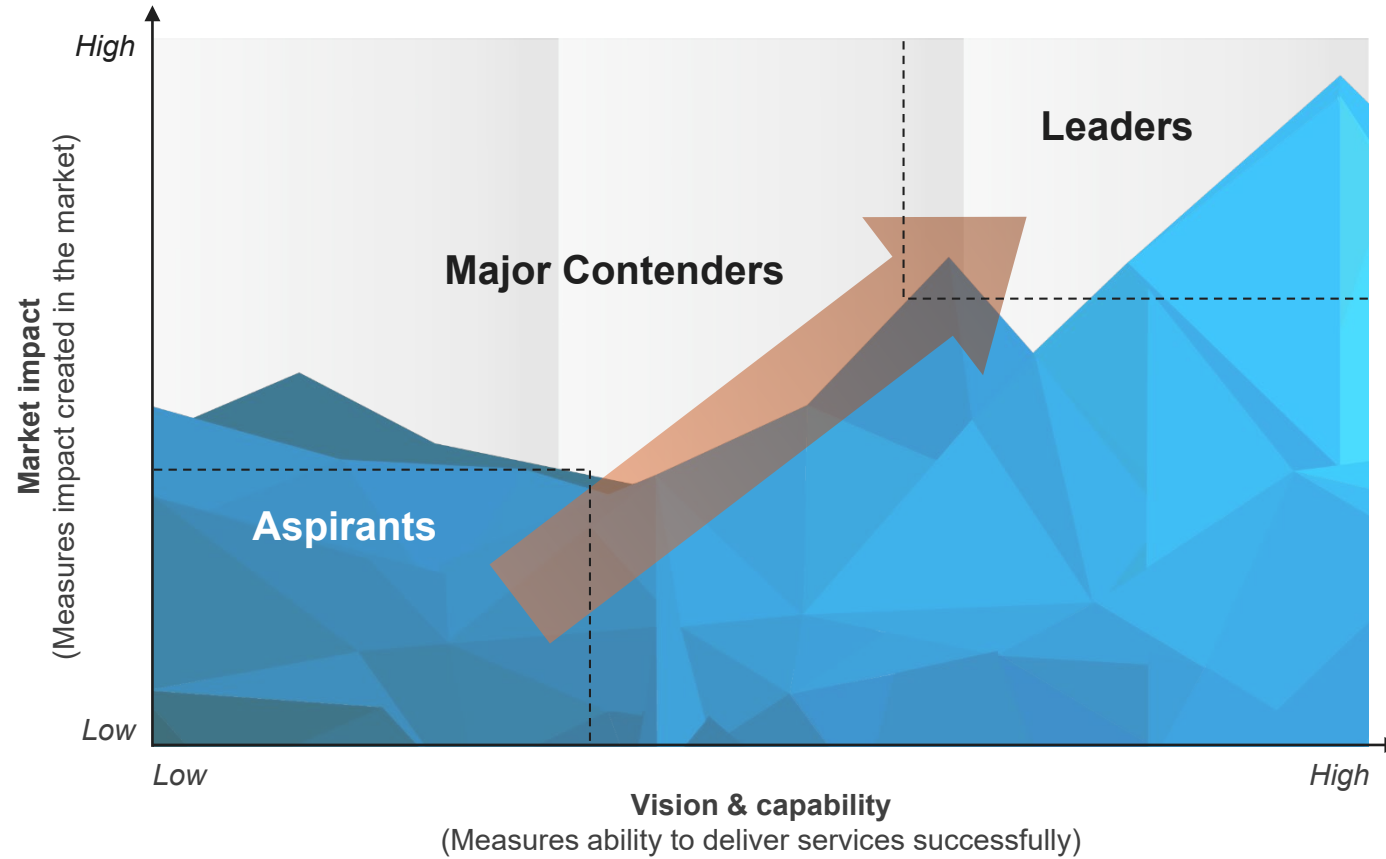
Investments & recent activities

Investments (representative list)	
Investment name	Details
Acquisitions	<p>Wipro has made multiple acquisitions to bolster its digital transformation capabilities on cloud. Some of these include:</p> <ul style="list-style-type: none"> • CAPCO: a global management and technology consultancy providing digital, consulting, and technology services to financial institutions in the Americas, Europe, and the Asia Pacific • Ampion: an Australian provider of cybersecurity, DevOps, and quality engineering services, which strengthens Wipro's position in Australia and New Zealand • Edgile: a transformational cybersecurity consulting provider that focuses on risk and compliance, information and cloud security, and digital identity to help its global customers to continue to securely embrace their digital transformation journey and sustain their ongoing risk management priorities
Solution development	<ul style="list-style-type: none"> • devNXT IaC solution for Azure: invested in teams to build assets around Azure infra-automation. Wipro devNXT IAC platform has been leveraged to automate end-to-end application infrastructure provisioning, setup, configuration, and governance • Wipro Conversational Assistant (WCA): invested in teams to enhance WCA to improve the end-user experience by leveraging Microsoft's cognitive services by converting the traditional transactions from navigational to conversational
Talent	<ul style="list-style-type: none"> • Invested in Azure SME cadre building framework for Azure competency to upskill and cross-skill growing Azure leads/SMEs to Azure full-stack architects in a phased manner with internal certifications • Azure Academy: Wipro has invested significantly in various talent development programs for its Azure talent pool

Appendix

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

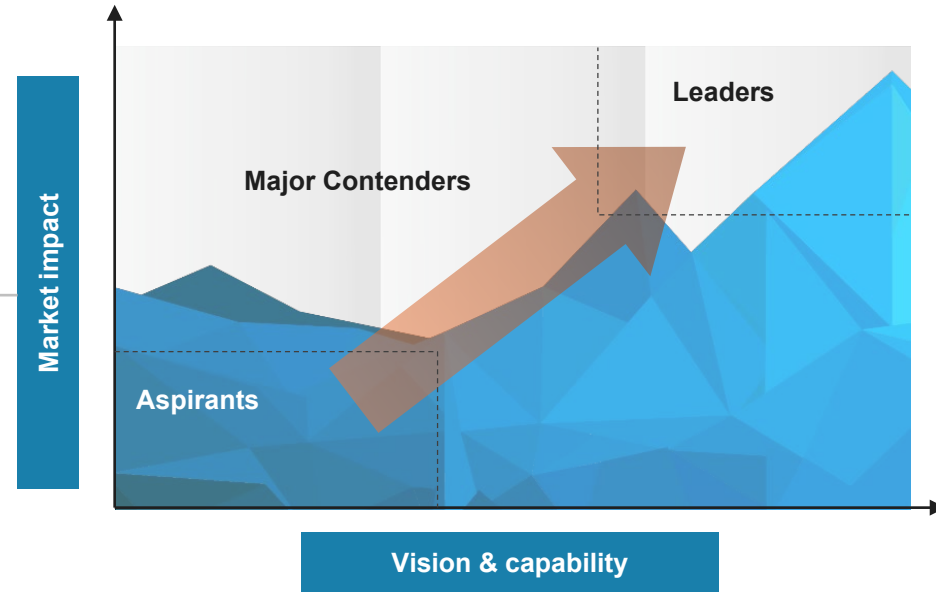
Everest Group PEAK Matrix



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



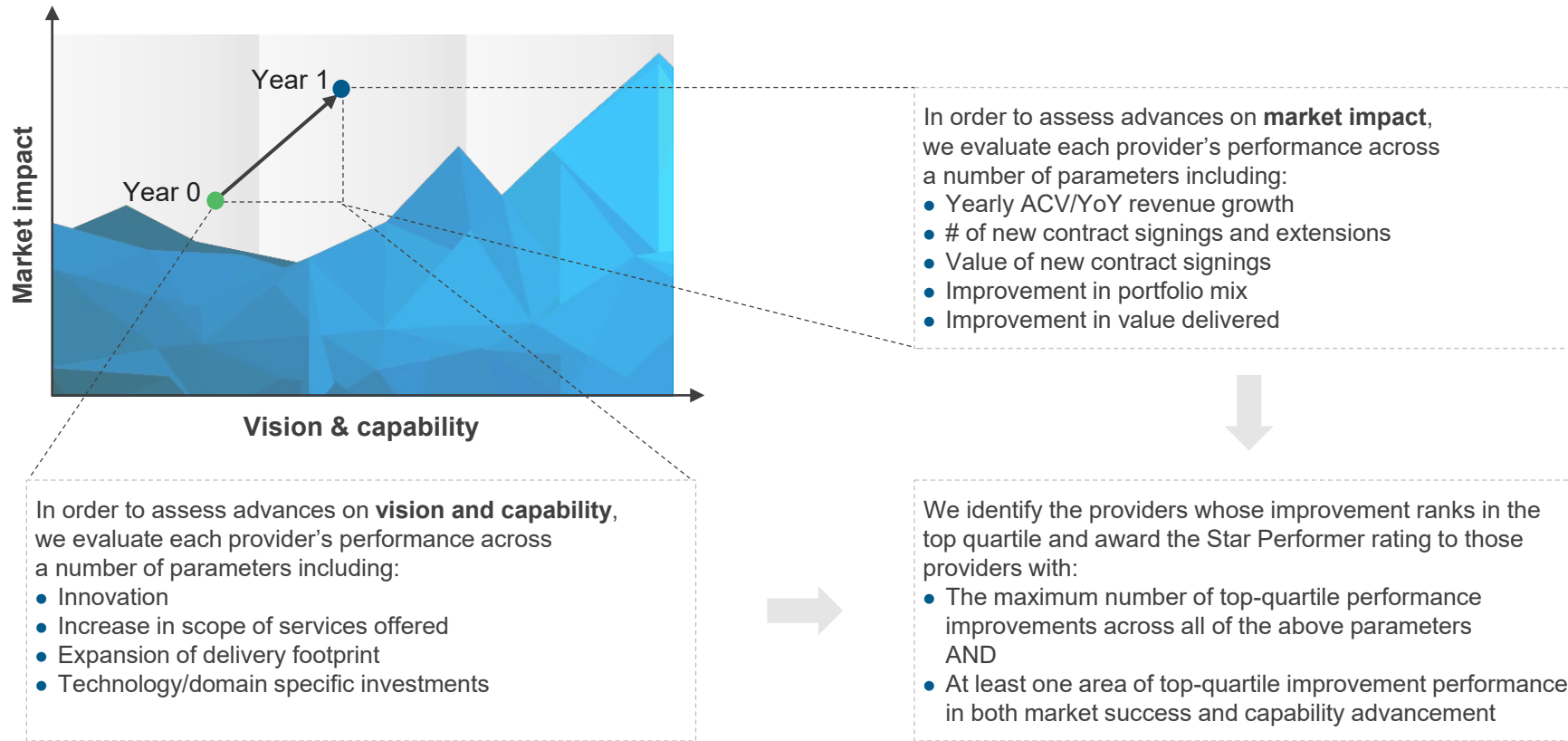
Measures ability to deliver services successfully. This is captured through four subdimensions

- 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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