



Everest Group PEAK Matrix[®] for Google Cloud Platform (GCP) System Integrator 2022

Focus on Wipro
October 2022



Background of the research

The growth of public cloud adoption by enterprises 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. In addition to a strong enterprise mindshare for data analytics, data management, and AI/ML services, GCP continues to differentiate itself in the overall public cloud market through its unique positioning and support around multi-cloud, open-source technology, and workload portability.

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 SI 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, GCP-specific organization structure, talent development roadmap, GCP-specific solutions and IPs, and co-innovation activities with Professional Services Organizations (PSO) to cater to enterprise demands. There has been an uptick in both organic and inorganic investments by SIs to attain GCP accreditations and competencies.

In this research, we present the assessment and detailed profiles of 26 SIs featured on the [System Integration \(SI\) Capabilities on Google Cloud Platform \(GCP\) 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 GCP services market.

The full report includes the profiles of the following 26 leading GCP SIs featured on the GCP PEAK Matrix:

- **Leaders:** Accenture, HCL Technologies, Infosys, TCS, and Wipro
- **Contenders:** Atos, Capgemini, IBM, Cognizant, Deloitte, DXC Technology, EPAM, GFT, LTI, Mindtree, NTT DATA, Persistent Systems, Quantiphi, Rackspace Technology, Sopra Steria, Tech Mahindra, and Virtusa
- **Aspirants:** Xebia, Mphasis, Orange Business Services, and UST

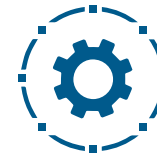
Scope of this report



Geography
Global



Providers
26 leading GCP SIs



Services
GCP cloud services

System Integration (SI) capabilities on GCP PEAK Matrix® characteristics

Leaders:

Accenture, HCL Technologies, Infosys, TCS, and Wipro

- Leaders continue to make strategic investments in GCP partnership through GCP 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 GCP PSO
- These players have a credible industry-specific cloud offerings portfolio, GCP-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 GCP infrastructure, application, and data on cloud
- These players have demonstrated strong enterprise mindshare and extensive capabilities in delivering value on cloud by being strategic partners in the customer's modernization journey

Major Contenders:

Atos, Capgemini, IBM, Cognizant, Deloitte, DXC Technology, EPAM, GFT, LTI, Mindtree, NTT DATA, Persistent Systems, Quantiphi, Rackspace Technology, Sopra Steria, Tech Mahindra, and Virtusa

- While these players are increasingly investing in building GCP competencies and expertise, their capabilities in offering verticalized cloud solutions powered by GCP and GCP-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 SI capabilities on GCP
- They are making targeted investments in GCP-specific talent development, delivery capabilities, and partnership ecosystem

Aspirants:

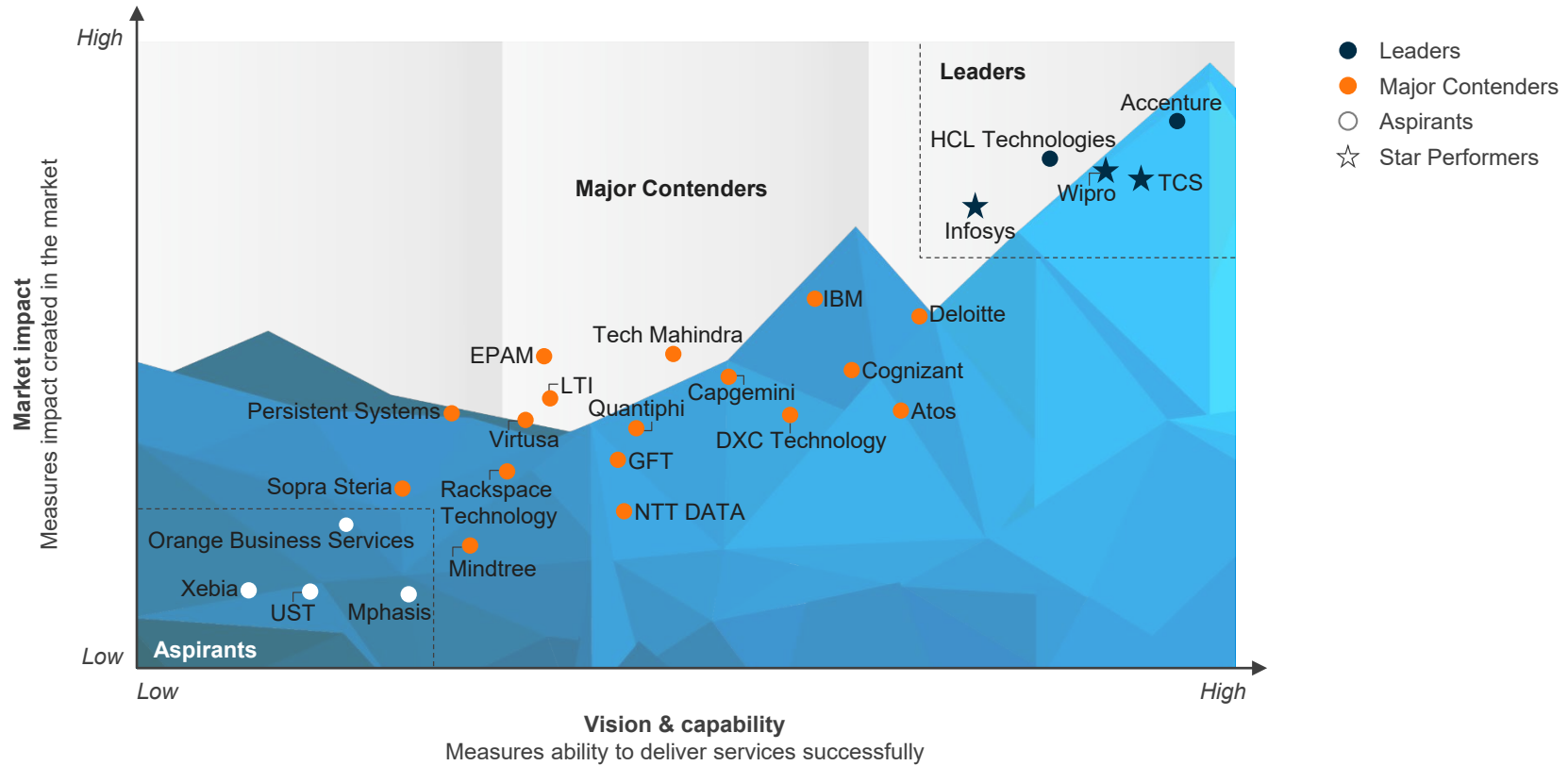
Xebia, Mphasis, Orange Business Services, and UST

- GCP SI 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 GCP portfolio of industry-specific and pan-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 Google Cloud Platform (GCP) PEAK Matrix® Assessment 2022 | Wipro positioned as Leader and Star Performer

Everest Group System Integration (SI) Capabilities on Google Cloud Platform (GCP) PEAK Matrix® Assessment 2022¹












¹ Assessments for Atos, Capgemini, and Deloitte excludes system integrator inputs and are 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 GCP (page 1 of 6)

Everest Group assessment – Leader and Star Performer

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, with its dedicated GCP 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 cloud, and integrated security on GCP
- Enterprises belonging to financial services can benefit from Wipro’s dedicated pool of digital, consulting, and technology services experts acquired from CAPCO
- Enterprises looking to engage in next-generation themes, such as AI/ML and IoT, will find Wipro suitable due to its strong capabilities with pre-build cloud solutions such as AutoInsights, Nuage, and InspectAI
- Enterprises looking for SAP workload transformation capabilities on GCP can benefit from Wipro’s in-house use cases and extensive partner ecosystem with SAP
- Some clients have highlighted domain expertise and technical expertise as key strengths for Wipro

Limitations

- 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
- Enterprise clients looking for highly-skilled talent with certifications from GCP might find Wipro lagging due to its relatively lower percentage of GCP-certified talent pool, compared to peers
- Despite its increased focus on building its partner ecosystem, enterprises might find Wipro lagging peers in joint strategy and co-innovation with GCP
- Some clients perceive Wipro as an expensive system integrator for GCP when compared to peers, following an offshore-centric delivery model
- Some clients have highlighted that Wipro needs to be proactive in innovation and value-addition to provide continuous service improvement as part of projects on GCP

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

Overview

GCP partnership overview

Wipro is a Google Cloud Premier Partner and Managed Services Provider (MSP) and provides modernization services across application, infrastructure, data lake, and data warehouse. It also has capabilities across AI, SAP on GCP, integrated services, IoT, mobility, Google Workspace, cloud security, and managed infrastructure services on GCP.

Revenue from GCP-related services (2021)

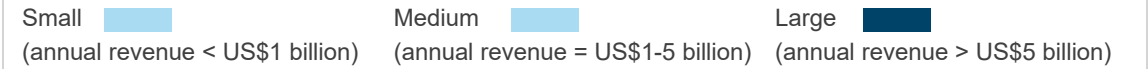


GCP portfolio – key highlights (representative list)

- Wipro is a Global SI Partner of Google Cloud
- Industry focus on financial services, healthcare and life sciences, and telecommunication
- Holds five specializations – security, application development, cloud migration, infrastructure, and work transformation enterprise
- Received 2020 and 2021 Specialization Partner of the Year award for application development
- Received 26 expertise badges from Google Cloud

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

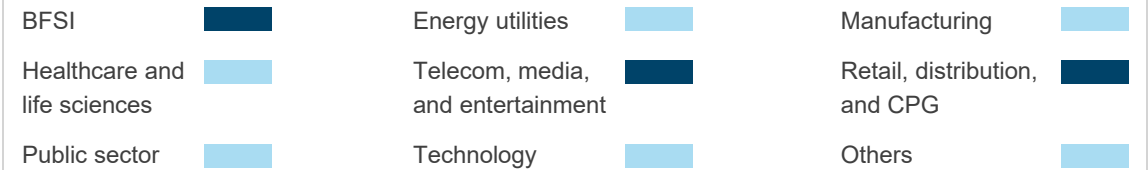
Adoption by buyer group



Adoption by geography



Adoption by industry



Adoption by service segments



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

Case studies

Case study 1	Simplified and streamlined IT landscape
Client: a leading international wholesale company	
Business challenge The client's main objective was to reduce dependency on pure transactional business and move toward a holistic ecosystem around core target group customers with channel-agnostic purchasing possibilities, services, consulting, and digital tools. It wanted to simplify and streamline its IT landscape and have access to innovation and the best digital practices to react faster, be scalable, pragmatic, and customer-centric.	
Solution	
<ul style="list-style-type: none">• Transformed the core technology landscape and tools to create business value. Greater focus was given toward building products and platform• Implemented the changes through cloudification, platform consolidation, and legacy modernization• Leveraged retail CCoE to implement adaptive governance• Implemented security-enabled design and single platform-based all DevOps tooling leveraging Wipro's digital rig solution• Moved 30% of the monolith architecture of the client to microservices	
Impact	
<ul style="list-style-type: none">• Reduced server footprint by 30%• Reduced operations cost by 10%• Lowered license fee by 10-20%• Improved time-to-market by 20-30%	

Case study 2	Transforming to a human digital bank
Client: a large bank headquartered in the UK	
Business challenge The client was hindered by its legacy systems and wanted to drive transformative innovation through the cloud that redefined what it means to be a relationship bank in the digital age. It wanted to reestablish the face-to-face relationships enabled by the latest digital technology to deliver a new human and digital banking model.	
Solution	
<ul style="list-style-type: none">• Introduced Wipro's business capability model to map bank priorities to functional requirements, and designed workshops to identify magic moments and define the future state• Referenced business capability architecture capabilities delivered in GCP• Delivered a platform providing an omnichannel digital banking customer experience• Set up a platform for fee-based income that drives a different multiple for the bank• Developed a new core banking system for current accounts, savings, and lending product delivery	
Impact	
<ul style="list-style-type: none">• Lowered the speed-to-market for new products from months to weeks at a lower cost• Provided operational resiliency and security• Enhanced and stabilized IT delivery capability to support the digital platform• Accelerated customer onboarding from five to seven days to five to seven minutes• Automated the ID and verification procedure, reducing the time of operation and manual effort	

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

Solutions/IPs/products

Proprietary solutions/IPs/products (representative list)

Event name	Details of the tool/solution
Cloud Studio	Provides assessment, migration planning and execution, migration factory approach, and industrialized approach to cloud migrations
Wipro Data Intelligence Suite (WDIS)	A suite of accelerators with ready-to-deploy modules, enabling end-to-end automation of the data modernization and cloud migration journey. It supports hybrid and multi-cloud capabilities leveraging the hyperscalers and niche cloud players to strategize, realize, and operationalize modernization journey
MS2GCP	It is an extension of Wipro's DevNXT framework specifically for Microsoft workloads migration to GCP. The tool has capabilities related to conversion of .NET framework to .NET Core or .NET core workload version upgrades
Cloud Application Risk Governance (CARG) Platform	It leverages customer's existing cloud security investments and Wipro's Cloud Common Controls Framework (C3F) to provide business-specific hybrid cloud security risk posture and compliance adherence view across various industry regulatory needs
InspectAI	A solution that provides a means of inspecting and capturing valuable data from field assets. It helps in creating a digital data platform enabling proactive asset management, while increasing the overall safety on rigs and other assets
Cloud Native Acceleration Platform(CNAP)	CNAP offers a fully-orchestrated cloud-native platform that is cloud-agnostic. It is built on Kubernetes, leverages open-source technologies, and Wipro accelerators to provide developers both autonomy and speed
Anthos Accelerator	It accelerates the Anthos platform's usage by providing a centralized configuration management solution to support efficient management of the various features that come with the Anthos platform, including multi-cluster management, Ingress, and Service Mesh
Wipro BoundaryLess Enterprise solution powered by GCVE	Wipro Hybrid Cloud powered by VMware and Google Cloud provides a collaborative service framework that helps reduce lead time and overall effort, while making it easier to scale the application to production via enterprise-wide service level agreements
Landing zones as a service	Helping clients establish a curated cloud-native foundation on Google Cloud working across infrastructure, applications, and data with aligned security and compliance
AUTO PRO	An SAP environment life cycle management tool along with built-in automation during operations that cleans up orphaned resources and saves costs
Wipro Nuage	It is an automated orchestrator that optimizes HPC costs for EDA workloads and uses an AI/ML prediction engine to right size compute cores and memory in public, hybrid, and private cloud scenarios

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

Partnerships

Partnerships (representative list)	
Partner name	Details of partnership
VMware	Partnered with VMware for developing a GTM for Google Cloud VMware Engine (GCVE) offering
Citrix	Partnered with Citrix for hosting VDI workloads and built easy to use repeatable architectures for faster implementation
NetApp	Partnered with NetApp for targeted SAP workloads hosting with enterprise class storage features
SAP	Partnered for SAP application migration and modernization
MeiTY-Google	Partnered with Google and Ministry of Electronics and Information Technology of India, a government entity (MeiTY), to provide cloud-based security operations center and network operations center services for the public sector units in India
Informatica	Wipro offers its customers an end-to-end data-driven digital transformation, which can help businesses achieve their journey to cloud
Snowflake	Enables faster performance, lower cost of ownership, elimination of duplicate data, scalability, higher value-added tasks focus, improved visibility and responsiveness, and faster time to insight
Palo Alto	Partnering with Palo Alto for detecting intrusions and threats on cloud for enabling a secure cloud journey for customers
Databricks	Developed high-performance lakehouse platforms on GCP with Databricks to streamline workflows and accelerate decision making for clients
Dynatrace	Application monitoring and integration to GCP
Workday	Working on customer engagements for Workday migration and integration on GCP
Splunk	Working on use cases where Splunk is integrated with Google Cloud

Wipro | system integration capabilities on GCP (page 6 of 6)

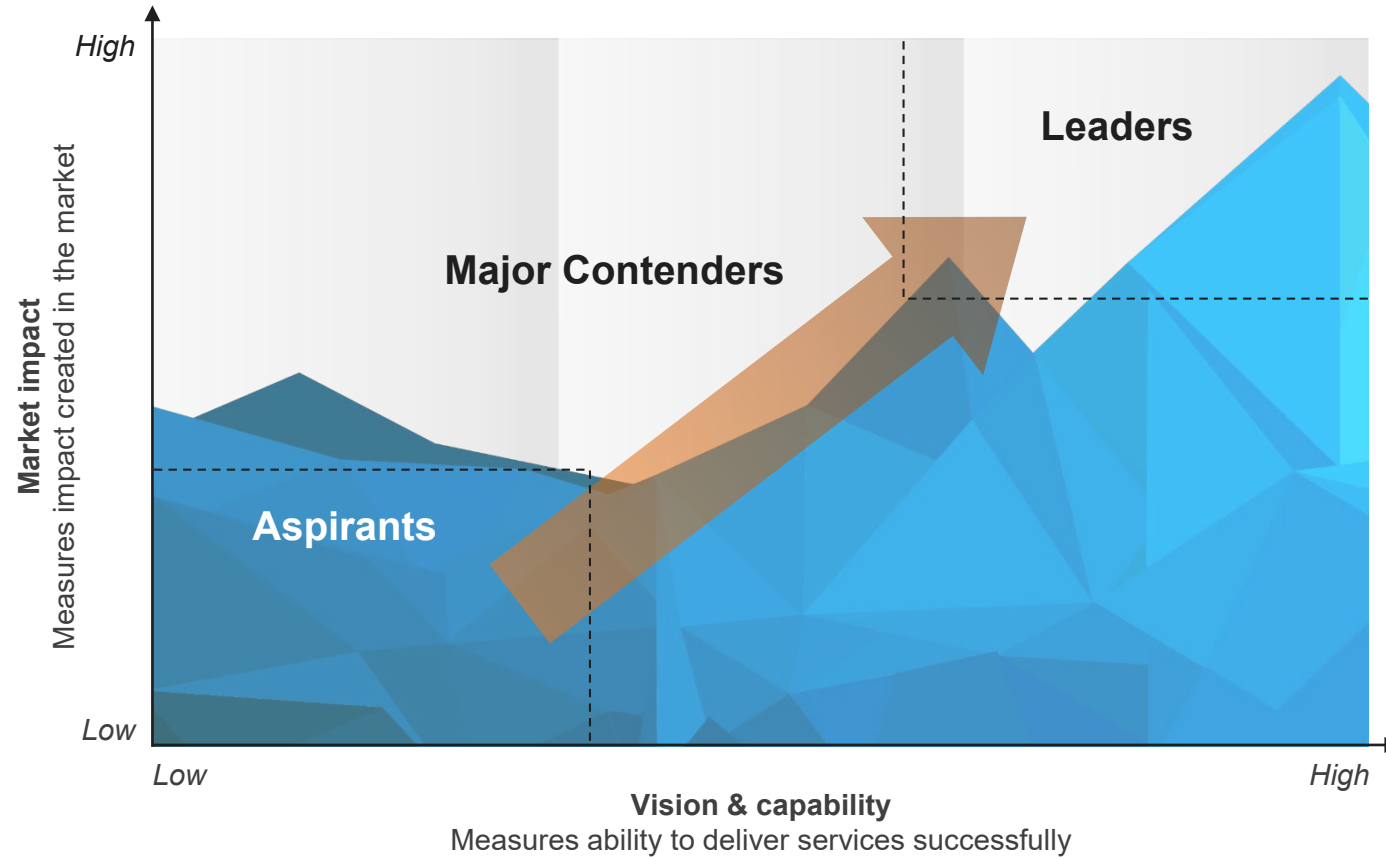
Investments and recent activities

Investments and recent activities (representative list)	
Investment name	Details of investment
Wipro FullStride Cloud Services	Wipro has committed to invest \$1 billion for the next three years across all the hyperscalers
Cloud Innovation Arena	An arena that showcases the talent, tools, and best practices required to develop and deploy applications on GCP
Headspin	Invested in Headspin to deliver next-generation mobility quality solutions and services. The joint offering will simplify testing and mobile experience for global mobile networks
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"> • CAPCO: a global management and technology consultancy providing digital, consulting, and technology services to financial institutions in the Americas, Europe, and Asia Pacific • Edgile: acquired to strengthen full spectrum of cybersecurity risk consulting and security management capabilities • Ampion: an Australian provider of cybersecurity, DevOps, and quality engineering services that strengthens Wipro's position in Australia and New Zealand • SAP Rizing: adds to Wipro's SAP cloud practice and helps expand its capabilities in oil & gas, utilities, manufacturing, and consumer industries • CAS Group: provides consulting services for CSPs including OSS/BSS transformation, app modernization, broadband services, 5G enablement, IoT, and Network-as-a-Service (NaaS)

Appendix

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

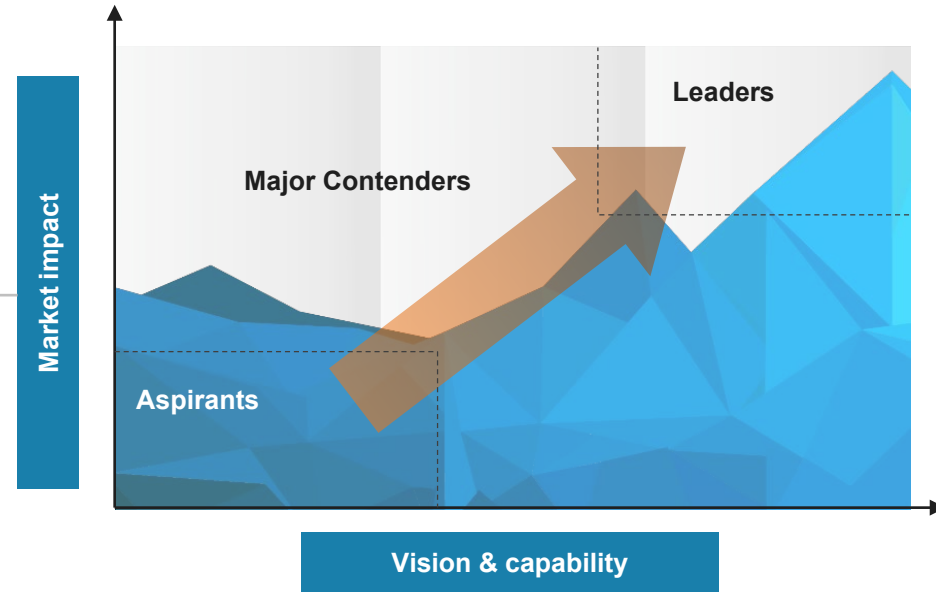
Everest Group PEAK Matrix



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



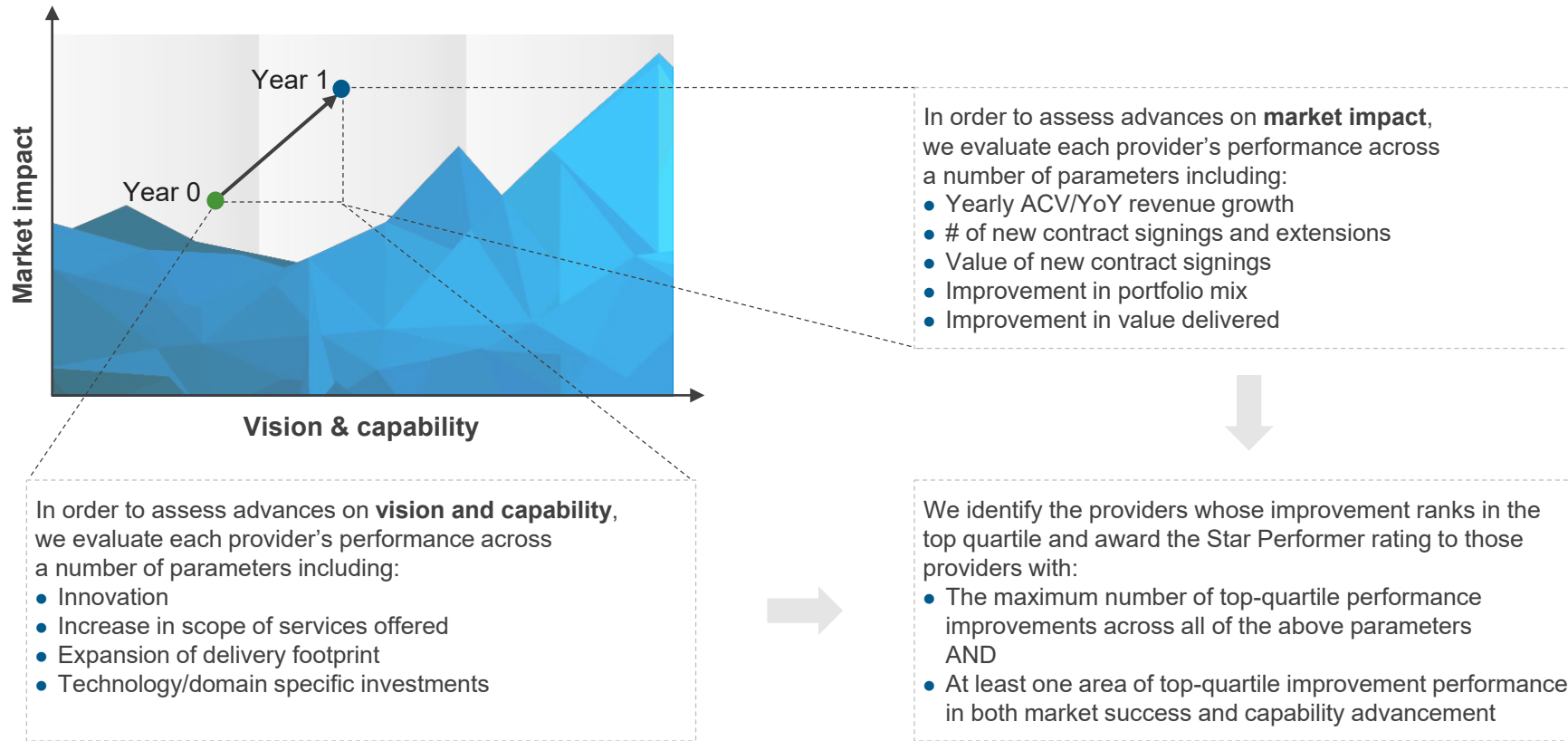
Measures ability to deliver services successfully. This is captured through four subdimensions

- 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 takes an unbiased and fact-based approach that leverages provider / technology vendor RFIs and Everest Group's proprietary databases containing providers' deals and operational capability information. In addition, we validate/fine-tune these results 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 the PEAK Matrix assessment are relevant to buyers and providers other than the PEAK Matrix positioning?

A PEAK Matrix positioning is only one aspect of Everest Group's overall assessment. In addition to assigning a Leader, Major Contender, or Aspirant label, Everest Group highlights the distinctive capabilities and unique attributes of all the providers assessed on the PEAK Matrix. The detailed metric-level assessment and associated commentary are helpful for buyers in selecting providers/vendors for their specific requirements. They also help providers/vendors demonstrate their strengths in specific areas.

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

- Enterprise participants receive summary of key findings from the PEAK Matrix assessment
- For providers
 - The RFI process is a vital way to help us keep current on capabilities; it forms the basis for our database – without participation, it is difficult to effectively match capabilities to buyer inquiries
 - In addition, it helps the provider/vendor organization gain brand visibility through being included in our research reports

What is the process for a provider / technology vendor to leverage its PEAK Matrix positioning?

- Providers/vendors can use their PEAK Matrix positioning or Star Performer rating in multiple ways including:
 - Issue a press release declaring positioning; see our [citation policies](#)
 - Purchase a customized PEAK Matrix profile for circulation with clients, prospects, etc. The package includes the profile as well as quotes from Everest Group analysts, which can be used in PR
 - Use PEAK Matrix badges for 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 Everest Group; please contact your CD or [contact us](#)

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

PEAK Matrix assessments are designed to serve enterprises' current and future needs. 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 and to serve enterprises' future expectations.




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