



Everest Group PEAK Matrix™ for private cloud enablement Services

Focus on Wipro
September 2016



Everest Group recently released its report titled “[Private Cloud Enablement Services – Market Update and PEAK Matrix Assessment: Marry with Public Cloud or Die](#)”.

As a part of this report, Everest Group analyzed 19 leading service providers on the Everest Group Performance | Experience | Ability | Knowledge (PEAK) Matrix specific for private cloud enablement services into Leaders, Major Contenders, and Aspirants. The PEAK Matrix is a composite framework that provides an objective, data-driven, and comparative assessment of private cloud enablement service providers based on their absolute market success and delivery capability.

Based on the analysis, **Wipro emerged as a Star Performer and Major Contender**. This document focuses on Wipro’s private cloud enablement services experience and capabilities. It includes:

- Wipro’s position on the private cloud enablement services PEAK Matrix
- Detailed profile of Wipro’s private cloud enablement services

Buyers can use the PEAK Matrix to identify and evaluate different service providers. It helps them understand the service providers’ 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 service provider capability for an ideal fit.

Background of the research

- Private cloud deployment continues to witness increasing acceptance/traction as enterprises are looking to make their IT setups more streamlined and flexible, while at the same time adhering to various industry- and geography-specific security and compliance requirements. Maximizing returns from existing investments in IT infrastructure/hardware and specialized performance requirements for high volume and resource-intensive workloads also remain some of the key drivers for private cloud adoption
- That said, the technology complexities associated with private cloud deployments and lack of internal skills is pushing enterprises to increasingly seek third-party support for private/hybrid cloud initiatives. Service providers are beefing up their private cloud enablement services capabilities, specifically around supporting multiple industry-standard private cloud platforms, hybrid cloud consulting & rapid migration, security, multi-cloud orchestration, and vertical-specific private cloud solutions
- In this research, we present the assessment and detailed profiles of 19 IT service providers featured on the private cloud enablement services PEAK Matrix. Each service provider profile gives a comprehensive picture of their private cloud enablement services vision, scale of operations, and domain investments
- The assessment is based on Everest Group's annual Request for Information (RFI) process conducted in H1 2016, interactions with leading private cloud service providers, and analysis of the broader cloud services marketplace

Scope of this report

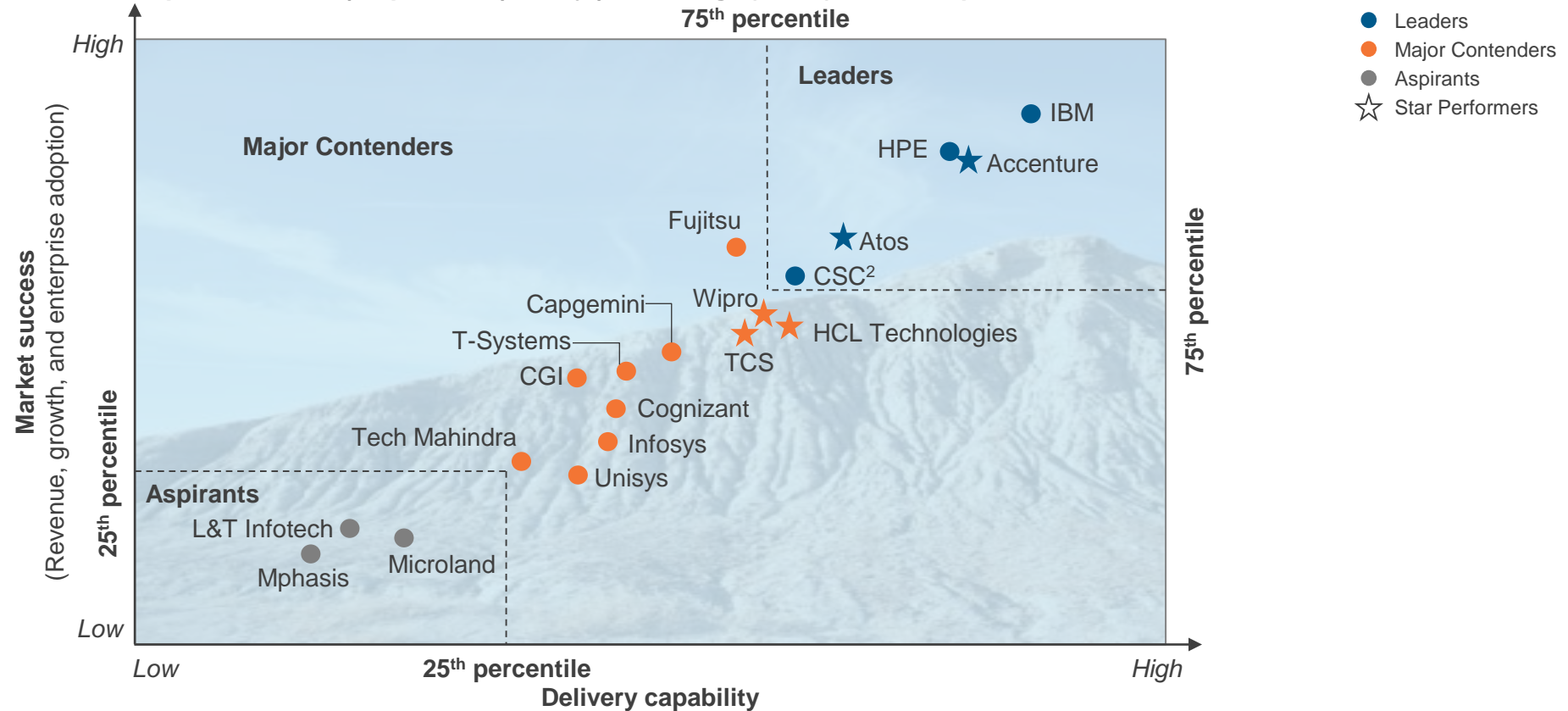
- **Services:** Private cloud enablement services
- **Geography:** Global
- **Service providers:** 19 leading private cloud enablement service providers

This report includes the profiles of the following 19 service providers on the private cloud enablement and management services PEAK Matrix:

- **Leaders:** Accenture, Atos, CSC, HPE, and IBM
- **Major Contenders:** Capgemini, CGI, Cognizant, Fujitsu, HCL Technologies, Infosys, Tech Mahindra, TCS, T-Systems, Unisys, and Wipro
- **Aspirants:** L&T Infotech, Microland, and Mphasis

Wipro is positioned as a Star Performer and Major Contender on the Everest Group PEAK Matrix for private cloud enablement services

Everest Group Performance | Experience | Ability | Knowledge (PEAK) Matrix for private cloud enablement services¹



(Scale, scope, domain expertise and innovation, delivery footprint, and buyer satisfaction)

¹ Assessment for Capgemini, Fujitsu, IBM, Infosys, HPE, and T-Systems excludes service provider inputs on this particular study and is based on Everest Group's estimates that leverage its proprietary Transaction Intelligence (TI) database, ongoing coverage of these service providers, service provider public disclosures, and interaction with buyers

² Assessment for CSC excludes its erstwhile North American public sector business (merged with SRA); CSC to merge with HPE Services by March 2017

Source: Everest Group (2016)

Wipro | Private cloud enablement services profile (page 1 of 2)

Private cloud enablement services overview

Strengths

- Has established a strong end-to-end suite of private cloud enablement services suite with a balanced focus across the infrastructure and application/workload transformation layers backed by a strong partnership network and internal IP set
- One of the rare India-heritage service providers proactively pursuing an asset-heavy strategy (iStructure) to take a broader set of hosting options to clients

Areas of improvement

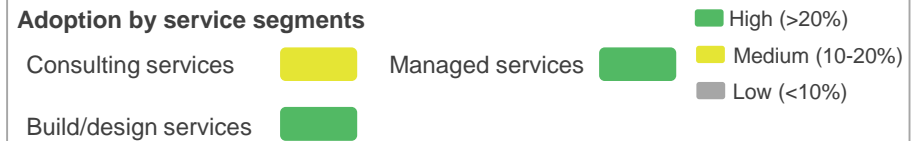
- Inconsistent delivery and idea-to-implementation gap identified as a key area of improvement by certain clients (an area that is being proactively addressed by the company through specific investments in training account managers)
- Certain clients have also pointed out that Wipro's solutioning for cloud services has further scope of maturation (especially in terms of project/budget planning)

Overview: Wipro's private cloud services portfolio is built on integrated strategy across applications, infrastructure, and business processes and includes private cloud enablement, migration, and management services, cloud hosting services, cloud management & orchestration services and brokerage services, workplace transformation services, cloud assessment, roadmap formulation, infra testing, and cloud security services. Wipro currently manages ~185,000 virtual machines, ~8,400 computational nodes, and ~38 PB of storage. Wipro has also recently launched new services such as mainframe-as-a-service offering, cloud operations center, DevOps, and open-source-based data center solutions.

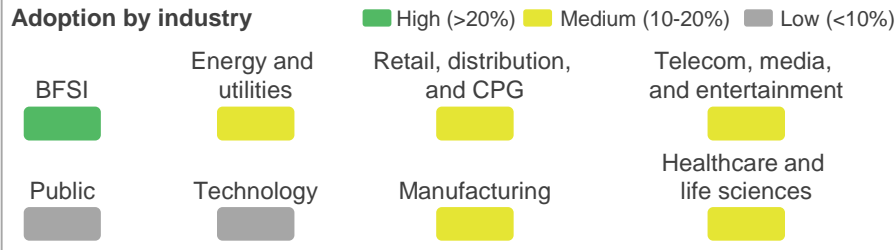
Private cloud enablement services-related revenue



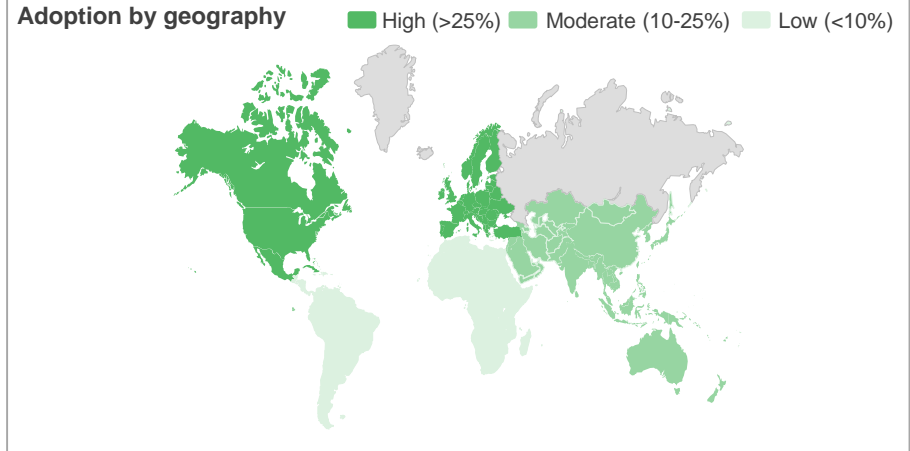
Adoption by service segments



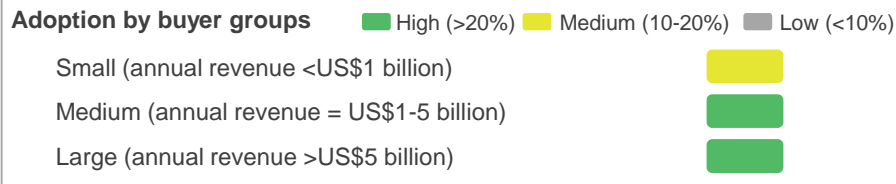
Adoption by industry



Adoption by geography



Adoption by buyer groups



Source: Everest Group (2016)

Wipro | Private cloud enablement services profile (page 2 of 2)

Private cloud enablement services capabilities

NOT EXHAUSTIVE

Wipro's vision is to be the preferred global infrastructure partner for its clients' digital evolution by providing agile, intelligent, hybrid infrastructure, delivered through industrialized transformation solutions. Wipro aims to achieve this by implementing programmable, software-defined, and workload-centric infrastructure leveraging its 14 global datacenters, partner and customer datacenters, and VPCs in leading public clouds, orchestrated by proven cloud management platforms.

Proprietary solutions (representative list)

Solution	Details
Boundaryless Datacenter (BLDC)	Workload-centric software-defined framework for enabling hybrid IT to accelerate clients' digital journey based on as-a-service consumption model – provides end-to-end lifecycle services including assessment & advisory, cloud provisioning & brokerage, and migration & monitoring services across heterogeneous clouds (e.g., AWS, Azure, SoftLayer, and Wipro's hosted cloud – iStructure, apart from private cloud).
Cloud Integration Kit (CLiK)	A holistic framework that helps enterprises in planning, strategizing, and executing cloud integration. The solution also enables enterprises to integrate cloud applications with on-premise applications for seamless operations across hybrid IT.
PlaceIT	A framework to analyze workloads for right placement on cloud, based on an analysis of business, functional, and technical details.
iStructure™	IaaS offering from Wipro's own datacenters with catalog including virtual servers up to 8 vCPU, 256 GB RAM, physical servers, storage, firewall, and load-balancing services. Wipro datacenters are Tier-3 classified, and are located across North America, Europe, and Asia.
Wipro CloudTrust	A comprehensive life cycle framework that addresses security challenges for enterprises adopting cloud, building the security controls in the cloud, and managing the usage of cloud environments by the enterprise.

Private cloud enablement services partnerships (representative list)

Partner name	Details
RedHat and Suse	Partnerships for providing open-source solutions.
CloudMunch, Urbancode, and XebiaLabs	Partnership for providing DevOps automation solutions.
Wipro has private cloud partnerships with HP, CISCO, VMware, EMC, IBM CA Technologies, BMC, VCE, Hitachi, Nexenta, Nutanix, Microsoft, VMTurbo, Turbonomic AWS, and Oracle.	

Recent activities (representative list)

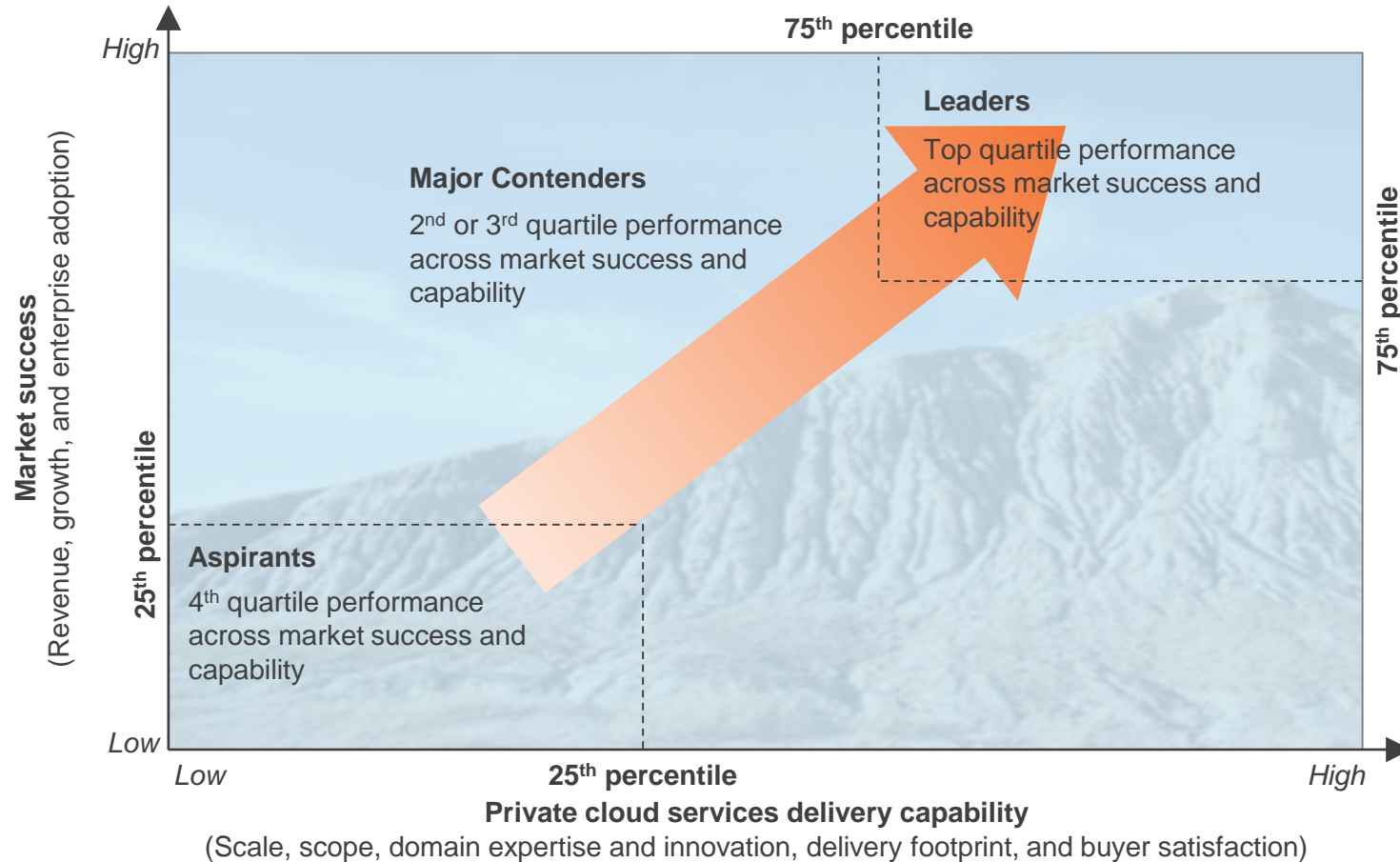
Details
Wipro, as a part of its BLDC offering, has made investments in CMP/CSB, DevOps solutions, Software Defined Infrastructure (SDI), open-source capabilities, application blueprints, integration skills, and reference architectures. The company is also investing in strengthening its hybrid cloud delivery capabilities through partner certifications and augmenting its datacenter facilities and ServiceNXT Operations Centers, along with tools & processes enhancements.

Source: Everest Group (2016)

Appendix

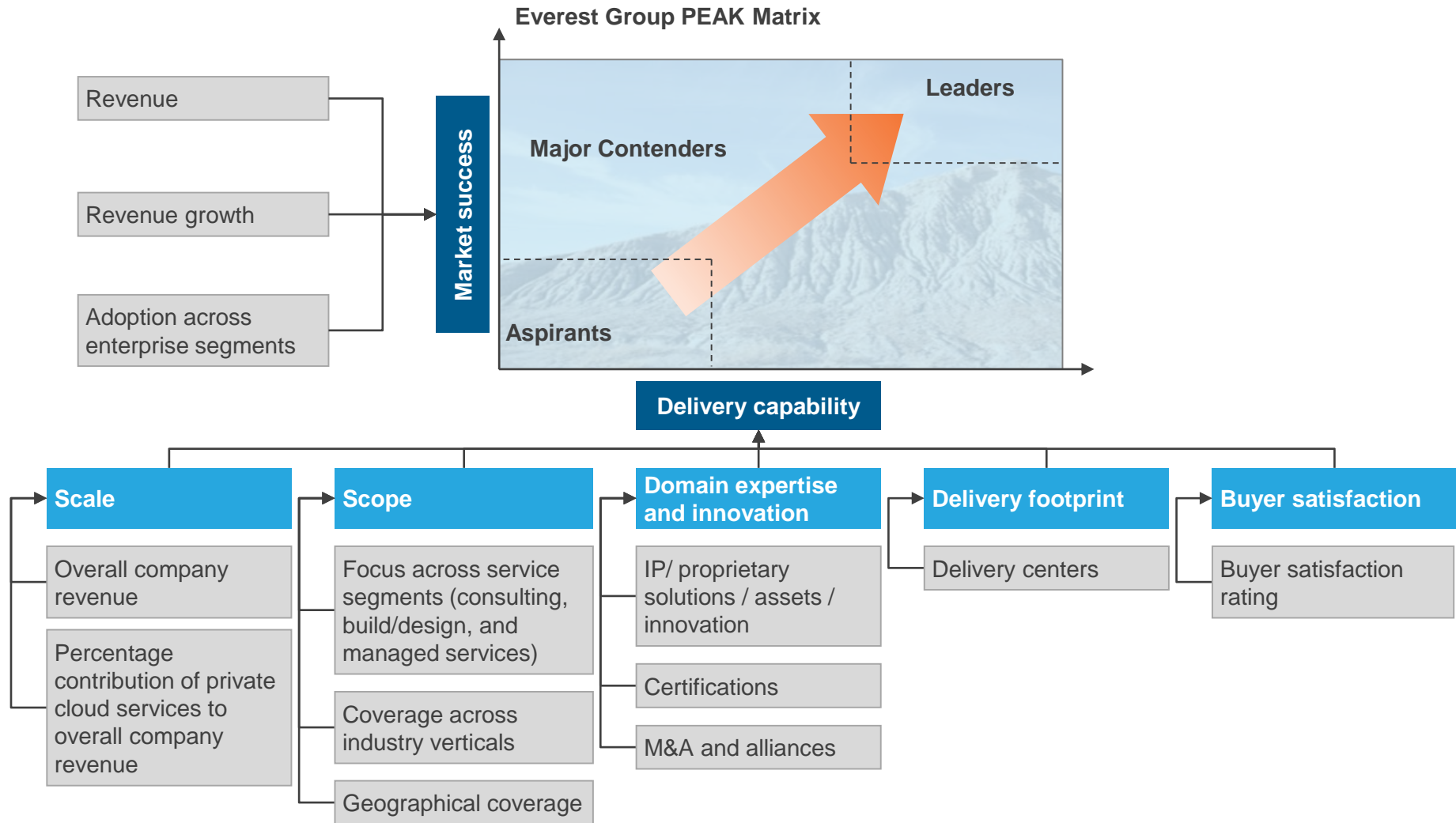
Everest Group Performance | Experience | Ability | Knowledge (PEAK) Matrix is a proprietary framework for assessment of a service provider's capability

Everest Group Performance | Experience | Ability | Knowledge (PEAK) Matrix for private cloud enablement services



Everest Group's PEAK Matrix is a composite index of a range of distinct metrics related to a service provider's scale, scope, technology/domain investments, delivery footprint, and resultant market success in the context of a given service's function.

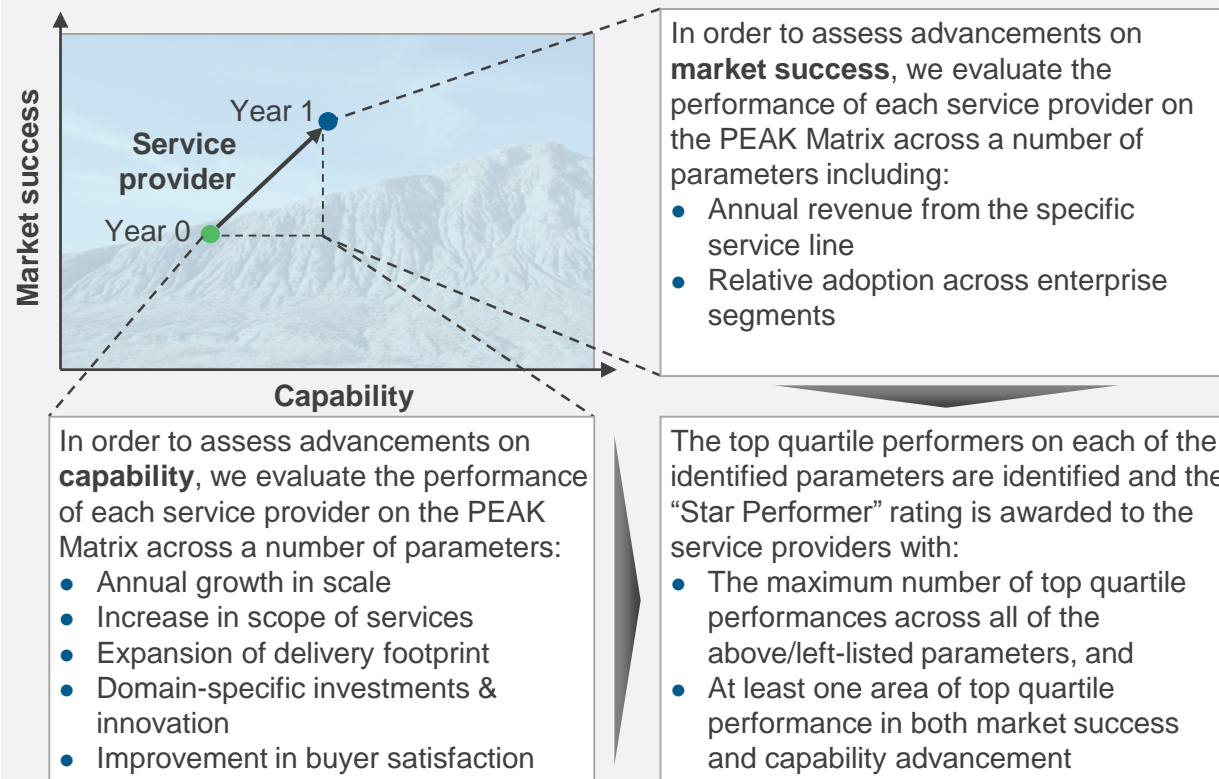
Dimensions of service providers' capability and market success underlying the PEAK Matrix



Everest Group confers the “Star Performers” title to providers that demonstrate the strongest forward movement over time on the PEAK Matrix

Methodology

Everest Group selects Market “Star Performers” based on the relative YOY movement of each service provider on the PEAK Matrix



2016 Private cloud enablement services Star Performers

The “Star Performers” designation relates to YOY performance for a given service provider and does not reflect the overall market leadership position. Those identified as “Star Performers” may include “Leaders”, “Major Contenders”, or “Aspirants”

Does the PEAK Matrix assessment incorporate any subjective criteria?

- Everest Group's PEAK Matrix assessment adopts an objective and fact-based approach (leveraging service provider 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 briefings

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

- No. PEAK Matrix highlights and positions only the best-in-class service providers in a particular functional/vertical services area. 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”?

- 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 for their specific requirements. It also helps providers 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 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 service provider to leverage their PEAK Matrix positioning status ?

- Providers can use their PEAK positioning rating in multiple ways including:
 - Issue a press release declaring their positioning/rating
 - Customized PEAK profile for circulation (with clients, prospects, etc.)
 - Quotes from Everest Group analysts could be disseminated to the media
 - Leverage PEAK 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**



About Everest Group

Everest Group is a consulting and research firm focused on strategic IT, business services, and sourcing. We are trusted advisors to senior executives of leading enterprises, providers, and investors. Our firm helps clients improve operational and financial performance through a hands-on process that supports them in making well-informed decisions that deliver high-impact results and achieve sustained value. Our insight and guidance empowers clients to improve organizational efficiency, effectiveness, agility, and responsiveness. What sets Everest Group apart is the integration of deep sourcing knowledge, problem-solving skills and original research. Details and in-depth content are available at www.everestgrp.com.

Dallas (Headquarters)

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

Bangalore

india@everestgrp.com
+91-804-276-4533

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
+1-647-557-3475

Stay connected

Website



www.everestgrp.com

Social Media



@EverestGroup



@Everest Group

Blog

[Sherpas In Blue Shirts](http://www.sherpasinblueshirts.com)

www.sherpasinblueshirts.com