

AWS Ecosystem Partners

A study assessing AWS partners' capabilities to support evolving business and technology needs



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The AWS Ecosystem – Between Innovation and Sovereignty

In 2026, the AWS partner ecosystem is entering a decisive maturity phase defined by the operationalization of advanced AI and deeper partner-led innovation. AWS has moved rapidly beyond foundational GenAI toward production-grade agentic AI, enabling partners to design, deploy and operate intelligent systems within clearly defined security, compliance and governance frameworks. As a result, partners are no longer differentiated by innovation alone, but by their ability to implement, assure and optimize AI-enabled enterprise platforms at scale.

Building on the momentum from re:Invent 2025, AWS has expanded its AI and cloud foundation through advances in Amazon Bedrock, Bedrock AgentCore, Nova models, agentic development services, custom silicon and resilient regional infrastructure. These capabilities strengthen the partner opportunity around AI modernization, industry cloud solutions, data platforms, workload transformation and managed operations. The key shift is from

experimentation to governed execution, where transparency, policy enforcement, operational control and measurable outcomes become central to enterprise adoption.

AI governance and digital sovereignty have emerged as critical priorities, with AWS strengthening its focus on helping customers meet stringent regulatory and data residency requirements. Through sovereign cloud initiatives, AWS enables partners to deliver solutions that align with regional compliance mandates. Providers that combine cloud engineering, AI expertise, security, regulatory understanding, industry knowledge and managed services capabilities will be best positioned to support clients in building trusted, scalable and resilient AI-enabled businesses.



AWS Ecosystem Partners 2026 Blueprint

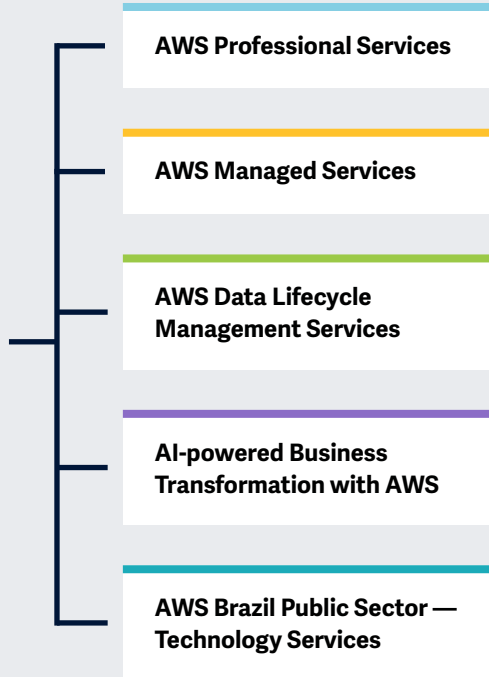
CORNERSTONES		QUADRANTS			AREAS												
INNOVATION - (IP - Accelerators - Responsible AI)	PARTNERSHIPS & ENGAGEMENTS - (Tiers - Types)	COMPETENCY AND TALENT - (Resources - Certifications)	INDUSTRY FOCUS AND ALIGNMENT - (Verticals - Function)	EXPERIENCE AND ENGAGEMENT - (Functionality - Capability)	SECURITY AND PRIVACY - (Data - Access - Environment)	SOVEREIGNTY AND SUSTAINABILITY	AWS Professional Services			Consulting (Business & Technology)		Architecture (Design & Build)		Migration & Deployment Methodology (Hybrid & Multicloud)			
							Strategy & Transformation (Maturity Assessment & Roadmap)	Industry & Domain	ESG - GRC	Compute - Storage - Network Integrated Architecture		Modernization (e.g., Mainframes)	Applications & Data workloads	Industry Cloud	Sovereign Cloud		
							AWS Managed Services			Cloud Operations (Run - Hybrid & Multicloud Ops)				Performance & Optimization			
							Observability (CloudWatch, etc.)	AgentOps - LLMOps	DevSecOps	FinOps	Workload Availability	IaaS	PaaS	SRE			
							Orchestration							PRE			
AWS Data Lifecycle Management Services	Data Sovereignty & Governance		Enterprise Data Ecosystem		Insights & Decision-making			IoT Data									
	Geographic Data Residency	DQM - Lineage	Amazon Redshift - Amazon RDS - AWS Glue	Scalability Performance	Predictive Analytics	Prescriptive Guidance	Dashboards & Real-time Insights										
Legal & Regulatory Compliance		AWS AI & GenAI With AWS (Agent Lifecycle Mgmt. Services)		AWS AI Hardware (HPC & Increased Performance)		Customized ML Solutions		Responsible AI									
SageMaker Bedrock Nova	Frontier Agents AgentCore	Graviton - Trainium - Inferentia	CoEs - Co-innovation AI Factories	Industry-specific Solutions	Enterprise LLM												
AWS Brazil Public Sector - Technology Services *Only for Brazil			Professional Services & Managed Services		Data Lifecycle Management		AI-powered Business Transformation										
Consulting (Business & Technology)	Migration & Deployment (Hybrid & Multicloud)	Cloud Operations & Performance	Data Sovereignty & Governance	Enterprise Data Ecosystem	Insights & Decision-making	Agentic AI - GenAI	AWS AI Hardware	Customized ML Solutions									
Agentic AI & GenAI With AWS (Bedrock AgentCore, Frontier Agents, Amazon Nova)																	

Agentic AI & GenAI With AWS (Bedrock AgentCore, Frontier Agents, Amazon Nova)



Key focus areas of the **AWS Ecosystem Partners 2026** study.

Simplified Illustration Source: ISG 2026



The ISG Provider Lens® AWS Ecosystem Partners 2026 study offers the following to business and IT decision makers:

- Transparency on the strengths and weaknesses of relevant providers.
- A differentiated positioning of providers by segments on their competitive strengths and portfolio attractiveness.
- Focus on different markets, including the U.S., U.K., Germany, Brazil and APeJCK.

Our study serves as an important decision-making basis for positioning, key relationships and go-to-market considerations. ISG advisors and enterprise clients also use information from these reports to evaluate their current vendor relationships and potential engagements.

Note: A key prerequisite for providers' participation is inclusion in the AWS Partner Network (APN).



Definition

This quadrant evaluates providers offering a robust suite of consulting and migration services to guide and support businesses through their AWS cloud journeys. These providers deliver a wide range of services tailored to meet diverse business and IT needs, including business and technology consulting, migration and modernization. The offerings encompass cloud strategy formulation, compelling business case development and support for ESG and GRC needs.

Providers should offer advanced technologies and solutions tailored to architecture, security and specific industry needs. Migration involves automated testing, thorough planning, execution, deployment strategies and change management to ensure smooth transitions. AWS partners possess extensive expertise in software architecture, software development (including DevOps principles), application migration and modernization, enabling them to architect, deploy and manage scalable, resilient applications and services in the cloud environment.

Eligibility Criteria

1. Offer a wide range of **AWS competencies**, service delivery offerings and related certifications with consulting and migration expertise
2. Develop an AWS-focused consulting **roadmap and innovations** (current and planned)
3. Demonstrate **value for clients** through perceptible business outcomes and other measurable improvements, driving business and technology transformation
4. Migrate **business-critical applications** for customers using AWS
5. Design, build and modernize an **integrated cloud architecture** to lead migration and hybrid cloud and multicloud integration
6. Participation in the AWS **Migration Acceleration Program** (MAP) is advantageous
7. Deliver **industry-specific solutions** aligned with AWS Industry Cloud offerings
8. Demonstrate rigorous **AWS security capabilities**, including advanced threat protection and compliance framework implementation
9. Showcase a strong portfolio of AI- and ML-driven innovations, including expertise in deploying **GenAI and modernizing enterprise workloads**
10. Offer **TCO management** of multi-agentic business workflows and autonomous solutions for modernization initiatives
11. Support advisory, architecture and migration for **sovereign cloud solutions, especially in Europe**



Definition

This quadrant evaluates managed service providers that operate, secure and optimize enterprise clients' AWS-based public cloud and multicloud environment. It focuses on managed IaaS and PaaS services on hyperscale public cloud platforms, delivered by third-party providers, with an emphasis on optimizing performance, reducing costs, and ensuring security and compliance. Providers use developed or licensed cloud management platforms (CMPs) and tools to deliver the highest level of automation and transparency in the managed cloud resource pool in terms of capacity utilization, costs and independent management.

Providers integrate DataOps, MLOps, AIOps and platform reliability engineering (PRE) with FinOps methodologies and automated security frameworks to build resilient, compliant and well-governed cloud environments. Differentiation is increasingly driven by autonomous operations, AI-assisted remediation, AgentOps and LLMOps readiness, AI workload, cost governance and site reliability engineering (SRE)-based operating models.

Eligibility Criteria

1. Hold AWS Managed Service Program **certification**
2. Demonstrate expertise in autonomous **AI-driven orchestration, configuration and management** of platforms and systems, including AgentOps and LLMOps
3. Demonstrate **AI FinOps maturity, including governance and optimization of agentic and AI runtime costs**, supported by proven delivery best practices
4. Use AIOps, automation, self-healing, SRE practices and platform engineering methods to improve reliability, productivity and operational consistency
5. Design, build and manage **public and multicloud** environments
6. **Support** big data and multiple database solutions and analytics
7. Engineer **DevOps and platform engineering solutions**, incorporating CI/CD and PRE practices
8. Provide **security** resources and services with scope and availability
9. **Measure and optimize cloud-related carbon** emissions, sustainability reporting and GreenOps capabilities for AWS is advantageous
10. Apply AWS' operational best practices, including those aligned **with SRE principles**
11. Experience in **solutions architecture and cost optimization (FinOps)**
12. **Migrate servers** and manage resource availability



Definition

This quadrant evaluates AWS ecosystem partners that deliver end-to-end data lifecycle and governance services, enabling organizations to integrate, store, process, govern and derive value from data across its lifecycle on AWS. Providers support data sovereignty and governance through capabilities such as geographic data residency, regulatory compliance and data quality management (DQM) with lineage tracking, ensuring compliant data operations across regions and industries.

Providers enable a scalable enterprise data ecosystem by leveraging AWS-native data management, integration and orchestration capabilities to support the ingestion, processing and governance of structured and unstructured data workloads. Differentiation is driven by AI-ready data pipelines, real-time processing, domain-specific data products, responsible AI-aligned governance and measurable business outcomes. They offer insights and decision-making capabilities through advanced analytics, predictive and prescriptive models and real-time dashboards.

Eligibility Criteria

1. Demonstrate **end-to-end data lifecycle capabilities** across ingestion, storage, processing, governance and archival on AWS
2. Provide **data sovereignty and compliance solutions**
3. Enable **trusted and well-governed data** through capabilities such as metadata management, data cataloging, lineage visibility, data observability and enterprise governance frameworks
4. Design and implement scalable data platforms using **AWS-native services** such as Redshift, RDS and AWS Glue
5. Implement scalable solutions that **optimize data performance for handling high-volume workloads**
6. Deliver **advanced analytics capabilities**, including predictive and prescriptive insights
7. Provide **real-time dashboards and decision intelligence solutions**
8. Support lifecycle management for **distributed or edge-to-cloud data environments, including IoT** where relevant
9. Demonstrate measurable business outcomes through data-driven transformation initiatives
10. Maintain relevant **AWS DLM competencies** (for example, Data & Analytics Consulting Competency) and **certifications** (for example, Big Data, Data Engineer)
11. Demonstrate **responsible AI-aligned data governance**, ensuring transparency, auditability and compliance across enterprise data pipelines supporting AI and analytics use cases



Definition

This quadrant evaluates AWS ecosystem partners that enable enterprise-wide AI-powered transformation by combining advanced GenAI, agentic systems and purpose-built infrastructure. These providers deliver end-to-end services spanning strategy, design, development, deployment and lifecycle management of AI solutions, leveraging AWS-native agentic frameworks and AI suite of services, such as Amazon Bedrock and SageMaker AI, to operationalize intelligent business workflows.

Providers demonstrate strong capabilities in building and managing agent-based systems, developing customized ML models and optimizing performance using AWS custom silicon such as Graviton and Inferentia. Their offerings also extend to co-innovation programs, AI factories and enterprise-scale AI platforms tailored to industry-specific needs. A strong emphasis is placed on responsible AI practices, ensuring secure, ethical and compliant deployment of AI solutions aligned with organizational and regulatory requirements.

Eligibility Criteria

1. Demonstrate **end-to-end AI transformation capabilities across strategy, use case design, solution development, deployment, governance and lifecycle management on AWS**
2. Use **AWS-native AI services**, including Amazon Bedrock, Amazon SageMaker, Amazon Q, agentic AI capabilities or equivalent AWS AI and ML services
3. Showcase expertise in AWS custom silicon for performance optimization and cost efficiency
4. Offer **customized ML and enterprise LLM solutions** tailored to industry-specific use cases
5. Establish **AI CoEs, co-innovation labs and AI factories** to accelerate enterprise AI adoption
6. Provide measurable **business outcomes** driven by AI-led transformation initiatives
7. Embed **responsible AI frameworks** covering governance, explainability, security and compliance
8. Provide **pre-built accelerators, reusable assets and agent templates** to speed time-to-value
9. Exhibit specialized **expertise in industry verticals** with documented case studies highlighting measurable business outcomes achieved through AWS AI implementations
10. Demonstrate relevant **AWS certifications, competencies and partnerships** in AI and ML domain
11. Demonstrate **ongoing investment in AI innovation**, including roadmaps, CoEs and talent development



Definition

This quadrant evaluates AWS ecosystem partners that provide services to Brazilian public sector clients. The scope includes federal, state and municipal government entities and education, healthcare and public finance institutions. These partners help public organizations modernize legacy systems, migrate and manage AWS workloads, improve citizen-facing digital channels and strengthen resilience, security and data governance.

Rather than assessing isolated capabilities, the evaluation centers on how providers enable public sector modernization on AWS. It considers their ability to combine cloud expertise, data and AI knowledge, managed operations and delivery experience in regulated, mission-oriented environments. Providers should demonstrate an understanding of Brazil's public sector requirements, including procurement rules, data residency, privacy, auditability, continuity, secure hybrid architectures, government references and experience with AWS public sector programs.

Eligibility Criteria

1. Offer comprehensive **AWS transformation** services to **Brazilian public sector clients**
2. Demonstrate experience with public **procurement, regulatory** requirements, **security** and **compliance**
3. Deliver **data governance, analytics** and **decision intelligence** solutions using AWS-native services
4. Support **AI, GenAI** and **agentic AI use cases** aligned to responsible AI, privacy and auditability
5. Demonstrate expertise in **citizen services, public finance, education, healthcare** and other mission-oriented use cases
6. Maintain relevant **AWS certifications**, competencies and program participation
7. Provide Brazilian public sector **references** and **measurable outcomes**
8. Support **data residency, sovereignty, resilience** and **continuity** requirements
9. Offer adaptable **pricing** and **delivery models** suited to the public sector



Quadrants by Regions

As a part of this ISG Provider Lens® AWS Ecosystem Partners 2026 study, we are introducing the following five quadrants:

Quadrant	U.S.	U.K.	Germany	Brazil	APAC*
AWS Professional Services	✓	✓	✓	✓	✓
AWS Managed Services	✓	✓	✓	✓	✓
AWS Data Lifecycle Management Services	✓	✓	✓	✓	✓
AI-powered Business Transformation with AWS	✓	✓	✓	✓	✓
AWS Brazil Public Sector — Technology Services				✓	

Note: *APAC regions (excluding Japan, South Korea, PR China and Taiwan)



The research phase falls in the period between May and September 2026, during which survey, evaluation, analysis and validation will take place. The results will be presented to the media in October 2026.

Milestones	Beginning	End
Survey Launch	May 21, 2026	
Survey Phase	May 22, 2026	June 30, 2026
Sneak Preview	August 31, 2026	
Press Release & Publication	October 2026	

Please refer to the [ISG Provider Lens® 2026 research agenda](#) to view and download the list of other studies conducted by ISG Provider Lens®.

Access to Online Portal

You can view/download the questionnaire from [here](#) using the credentials you have already created or refer to instructions provided in the invitation email to generate a new password. We look forward to your participation!

Buyers Guide

ISG Software Research, formerly “Ventana Research,” offers market insights by evaluating technology providers and products through its Buyers Guides. The findings are drawn from the research-based analysis of product and customer experience categories, ranking and rating software providers and products to help facilitate informed decision-making and selection processes for technology.

In the course of the AWS Ecosystem Partners IPL launch, we want to take advantage of the opportunity to draw your attention to related research and insights that ISG Research will publish in 2026. For more information, refer to the [Buyers Guide research schedule](#).

Research Production Disclaimer:

ISG collects data for the purposes of conducting research and creating provider/vendor profiles. The profiles and supporting data are used by ISG advisors to make recommendations and inform their clients of the experience and qualifications of any applicable provider/vendor for outsourcing the work identified by clients. This data is collected as part of the ISG FutureSource™ process and the Candidate Provider Qualification (CPQ) process. ISG may choose to only utilize this collected data pertaining to certain countries or regions for the education and purposes of its advisors and not produce ISG Provider Lens® reports. These decisions will be made based on the level and completeness of the information received directly from providers/vendors and the availability of experienced analysts for those countries or regions. Submitted information may also be used for individual research projects or for briefing notes that will be written by the lead analysts.



ISG Star of Excellence™ — Call for nominations

The Star of Excellence™ is an independent recognition of excellent service delivery based on the Voice of the Customer concept. ISG has designed the Star of Excellence program to collect client feedback about service providers' success in demonstrating the highest standards of client service excellence and customer centricity.

The global survey is all about services that are associated with IPL studies. In consequence, all ISG Analysts are continuously provided with information on the customer experience of all relevant service providers. This information comes on top of existing first-hand advisor feedback that IPL leverages in its practitioner-led consulting approach.

Providers are invited to [nominate](#) their clients to participate. Once the nomination has been submitted, ISG sends out a mail confirmation to both sides. It is self-evident that ISG anonymizes all customer data and does not share it with third parties.

Our vision for the Star of Excellence is to become acknowledged as the leading industry recognition for client service excellence and serve as the benchmark for measuring client sentiments.

To ensure your selected clients complete the feedback for your nominated engagement, please use the "Nominate (for Providers)" section on the Star of Excellence™ [website](#).

We have set up an email where you can direct any questions or provide comments. This email will be checked daily, please allow up to 24 hours for a reply.

Here is the email address:
star@cx.isg-one.com



ISG Star of Excellence



The ISG Provider Lens® 2026 – AWS Ecosystem Partners study analyzes the relevant service providers in the global market, based on a multi-phased research and analysis process, and positions these providers based on the ISG Research methodology.

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The research and analysis presented in this study will include data from the ISG Provider Lens® program, ongoing ISG Research programs, interviews with ISG advisors, briefings with service providers and analysis of publicly available market information from multiple sources. ISG recognizes the time lapse and possible market developments between research and publishing, in terms of mergers and acquisitions, and acknowledges that those changes will not reflect in the reports for this study.

All revenue references are in U.S. dollars (\$US) unless noted.



Contacts For This Study

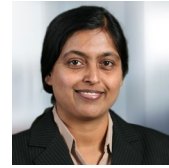
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APAC***



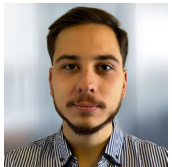
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Varghese**
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Manager**

Note: *APAC regions (excluding Japan, South Korea, PR China and Taiwan)



ISG Provider Lens® Advisors Involvement Program

ISG Provider Lens offers market assessments incorporating practitioner insights, reflecting regional focus and independent research. ISG ensures advisor involvement in each study to cover the appropriate market details aligned to the respective service lines/technology trends, service provider presence and enterprise context.

In each region, ISG has expert thought leaders and respected advisors who know the provider portfolios and offerings as well as enterprise requirements and market trends. On average, three consultant advisors participate as part of each study's quality and consistency review process. The consultant advisors ensure each study reflects ISG advisors' experience in the field, which complements the primary and secondary research the analysts conduct. ISG advisors participate in each study as part of the consultant advisors' group and contribute at different levels depending on their availability and expertise.

The consultant advisors:

- Help define and validate quadrants and questionnaires,
- Advise on service provider inclusion, participate in briefing calls,
- Give their perspectives on service provider ratings and review report drafts.

ISG Advisors for this study



Anay
Nawathe

U.S.



Susanta
Dey

Germany and U.K.



Furkan
Yücel

Germany



Invited Companies

If your company is listed on this page or you feel your company should be listed, please contact ISG to ensure we have the correct contact person(s) to actively participate in this research.

* Rated in previous iteration

A3Data*	Bechtle*	Cevo	Coforge*
Accenture*	BeOnUp	CI&T*	Cognizant*
Accso – Accelerated Solutions	BIP	Claranet*	Computacenter*
act digital	Birlasoft*	Claro empresas*	Crayon*
adesso SE*	BJSS*	CleanSlate Technology Group	Darede*
AHEAD, Inc.	Blazeclan*	Cloud Comrade	Data Reply
AI/R Compass.uoi*	Brillio	Cloud Direct	dataRain*
AllCloud*	BRLink*	Cloud Kinetics	Dati
Apexon*	BRQ*	Cloud4C*	DBACorp
Arvato Systems*	BSP Cloud	CloudCoCo	Dedalus*
Aspire Systems*	BTC*	CloudDog*	Deloitte*
Atos*	Campana & Schott	Cloudeteer	Dexian*
avvale	Capgemini*	Cloudpilots	DNX Brasil
AX4B	CDW	CloudThat	Druid
Ayesa	CESAR	Cloudwürdig	DXC



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* Rated in previous iteration

DXC Technology*

eCloudvalley

e-Core*

Effectual

Elitery

eMaster

Encora Inc.

Endava*

Engineering Brasil

Enkel*

EPI-USE*

Extreme Group*

Exxeta AG

FCamara

Flexa Cloud

FPT Software*

Fractal Analytics

Fujitsu*

Future Platforms

Future Processing

G&P*

GAVB

Genpact*

Getronics

GFT*

Globant*

GotoBiz*

Grupo GBI

GWCloud

HCLTech*

Hepta

Hexaware*

Hitachi Digital Services*

IBM*

ilegra

Impetus*

inCloud Tecnologia

inetum

Infosys*

Ingram Micro*

Inmetrics*

Innovex

Instituto Atlantico

IOS

IpSense

Iteris

Jump

Kainos*

Kyndryl*

Leega

Logicalis*

LTM*

Lumen (Cirion Technologies)

MadeinWeb*

Mantel Group*

Mastek*

Materna*

MegazoneCloud

MG Info

MHP*



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* Rated in previous iteration

Mignow*	Noventiq*	q.beyond*	Skaylink*
Mindsprint	NTT DATA*	Quantiphi*	Skopia*
mindsquare	Nuage IT's everywhere	Rackspace Technology*	Sky.One*
Mindworks	Numen	RealCloud	Slalom*
Minfy*	NWN Corporation	Rebura*	Softcat PLC*
Minsait (Indra)	O2B	Reply*	Softdesign
Mphasis*	Oi Soluções	Runibex Technology UK*	SoftServe*
msg systems*	Orange Business*	Searce	Softtek*
Multipolar Technology	OST Tecnologia	Seidor*	SoftwareOne*
Mytech	Persistent Systems*	Select Soluções*	Sonata Software Limited
NCS*	Positivo S+	Senior Sistemas*	SONDA
Nextios*	Projetas	Servix	Spassu
N-iX*	Public Cloud Group*	Sify Technologies	Sphere IT
Nordcloud*	Publicis Sapient	Sigmoid	SPIRIT/21*
Northdoor plc	PwC*	Singtel	ST IT Cloud*



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* Rated in previous iteration

Stefanini*

Sutherland*

SVA System Vertrieb Alexander

Syntax*

TCS*

TD Synnex *

Tech Mahindra*

TechWave*

tecRacer*

Telefonica

Telstra Purple*

Temus

Ten10

ThoughtWorks*

TIVIT*

To The New

Transact Technology Solutions*

Triple S*

T-Systems*

UDS

Unisys

upd8*

V8.Tech

Valcann*

Versent

Version 1*

Virtusa*

Vision33*

Visionet Systems

Wipro*

YASH Technologies*

Zensar Technologies*



ISG Provider Lens®

The ISG Provider Lens® Quadrant research series is the only service provider evaluation of its kind to combine empirical, data-driven research and market analysis with the real-world experience and observations of ISG's global advisory team. Enterprises will find a wealth of detailed data and market analysis to help guide their selection of appropriate sourcing partners.

ISG advisors use the reports to validate their own market knowledge and make recommendations to ISG's enterprise clients. The research currently covers providers offering their services across multiple geographies globally.

For more information about ISG Provider Lens® research, please visit this [webpage](#).

ISG Research™

ISG Research™ provides subscription research, advisory consulting and executive event services focused on market trends and disruptive technologies driving change in business computing. ISG Research™ delivers guidance that helps businesses accelerate growth and create more value.

ISG offers research specifically about providers to state and local governments (including counties, cities) as well as higher education institutions. Visit: [Public Sector](#).

For more information about ISG Research™ subscriptions, please email contact@isg-one.com, call +1.203.454.3900, or visit research.isg-one.com.

ISG

ISG (Information Services Group) (Nasdaq: III) is a leading global AI-centered technology research and advisory firm. A trusted partner to more than 900 clients, including 75 of the world's top 100 enterprises, ISG is a long-time leader in technology and business services sourcing that is now at the forefront of leveraging AI to help organizations achieve operational excellence and faster growth.

The firm, founded in 2006, is known for its proprietary market data, in-depth knowledge of provider ecosystems, and the expertise of its 1,600 professionals worldwide working together to help clients maximize the value of their technology investments.

For more information, visit isg-one.com.





MAY, 2026



BROCHURE: AWS ECOSYSTEM PARTNERS