

# Microsoft AI and Cloud Ecosystem

A report comparing providers' capabilities to help decision-makers source services more effectively



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The Microsoft ecosystem represented connected intelligence at Ignite 2025, marking the rise of *Frontier Firms*, which are agent-operated, human-led organizations. Microsoft addresses enterprise needs through a unified IQ layer that integrates Work IQ, Fabric IQ and Foundry IQ, combining insights from productivity tools, analytics, collaborative platforms and AI-driven service innovation.

Microsoft is deeply embedding AI into Microsoft 365, with Copilot-powered features such as Facilitator and AI agents in Teams, automating meetings and enhancing collaboration. At Ignite 2025, Microsoft introduced Agent 365 to manage AI agents across workflows. Voice commands, AI-generated summaries, agenda assistants and insight cards are becoming increasingly common, while Copilot continues to unlock cross-application productivity using organizational data. By tailoring deployments to client contexts, partners can address key AI challenges such as cultural shifts, trust, large-scale adoption and ROI.

Providers are moving from cloud migrations to strategic business process redesigns, leveraging the Microsoft Agent Framework, Zero Trust architecture and security roadmaps. Partners are emerging as key architects by differentiating with proprietary IP and using new Power Platform App Agent tools to build connected apps, agents, Power BI reports and workflows via low-code/no-code platforms. AI-native capabilities now include generative actions and intelligent document processing for complex automation.

Dynamics 365's 2025 release improves vertical and business process capabilities with agent-based automation, predictive insights and strong Power Platform integration. An enhanced Dataverse enables AI-ready experiences with advanced business logic and search. Providers harness Microsoft Fabric, Foundry, Azure OpenAI and cognitive architectures to deliver scalable analytics and advanced AI solutions.

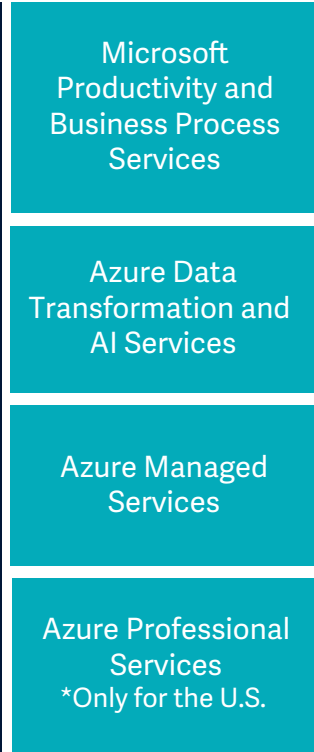


# Microsoft AI and Cloud Ecosystem 2026 Blueprint

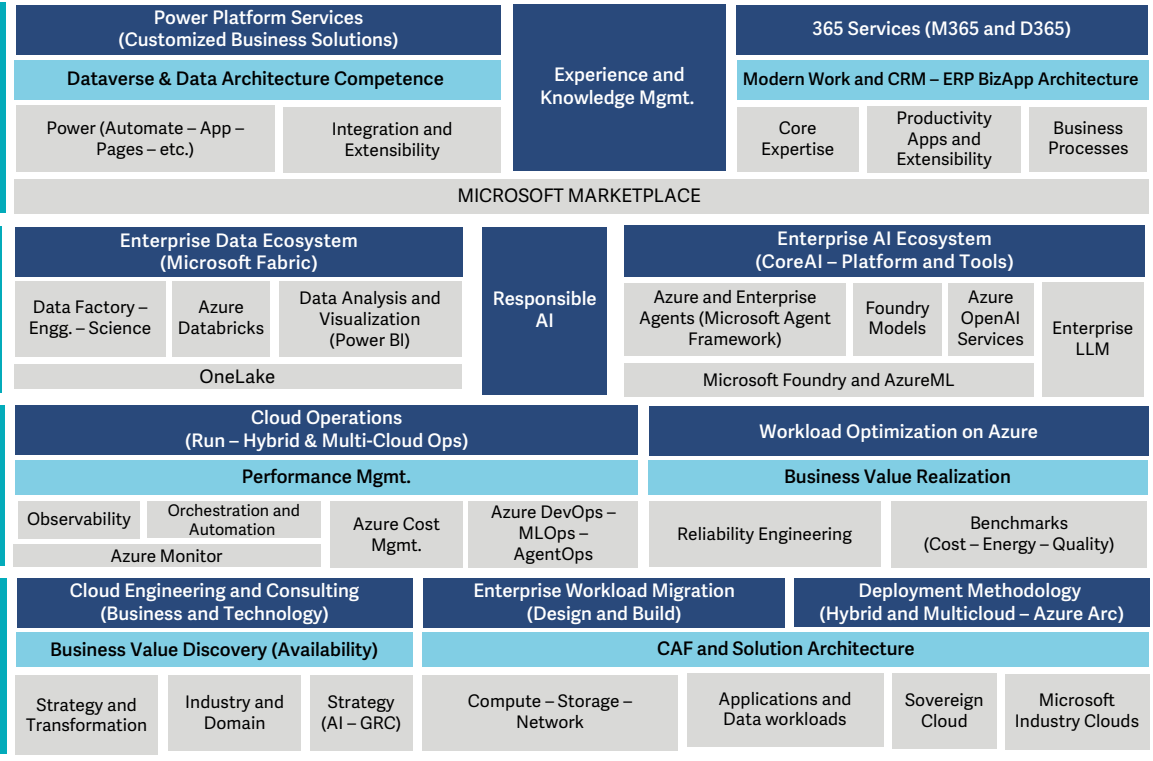
## CORNERSTONES



## QUADRANTS



## AREAS



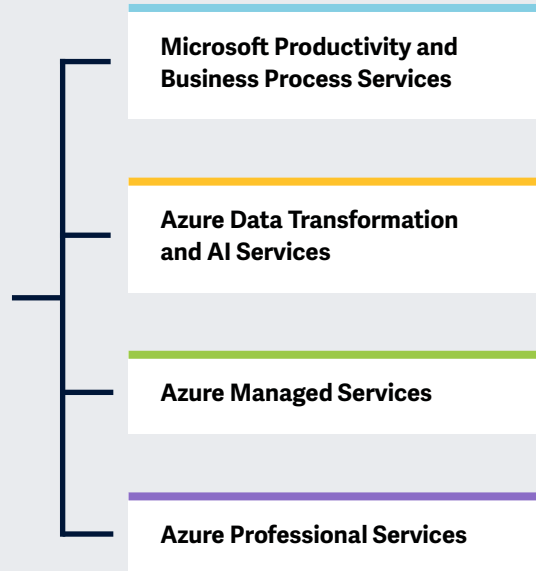
Copilot  
(IQ Layers – Work, Fabric, Foundry)

Copilot  
(IQ Layers – Work, Fabric, Foundry)



## Key focus areas for **Microsoft AI and Cloud Ecosystem 2026** study.

Simplified Illustration Source: ISG 2026



### The ISG Provider Lens® Microsoft AI and Cloud Ecosystem 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 APeJCK, Brazil, Germany, Switzerland and the U.S.

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



### Definition

This quadrant evaluates providers that offer a comprehensive range of services, including consulting, implementation and integration of Microsoft 365, Dynamics 365 and Power Platform. The partners focus on integrating collaborative tools, operational and transactional data and automation into an AI-enabled ecosystem for agentic workflows.

Providers are assessed on their ability to modernize the digital workplace and implement automated business processes that utilize Microsoft's productivity and business process stack to drive enterprise collaboration and efficiency. They augment Microsoft's native features with their proprietary frameworks (reference architectures, migration toolchains, process templates and adoption playbooks) to enhance UX, ensure process consistency and drive deep organizational adoption across the entire business application ecosystem, including CRM, ERP and low-code environments.

### Eligibility Criteria

1. Service portfolio that covers **consulting, implementation, integration and operation** of the Microsoft 365 modules
2. **Innovative solutions** integrated with Microsoft 365 to shape the modern workplace, including AI capabilities and automation, with a focus on RPA through Power Automate
3. Microsoft Office **API management** that ensures appropriate use and enhances productivity
4. Structured offerings and services that support enterprises' adoption of all Power Platform solutions such as **Power BI, Power Apps, Power Pages, Power Automate and Power Virtual Agents**
5. Ability to define and implement **enterprise-wide AI and Copilot strategies** across M365, Power Platform and D365
6. **Structured CoE models** to govern, scale and optimize Power Platform, automation and AI initiatives across the organization
7. Scalable managed services and operational models for **continuous optimization, monitoring and innovation of Microsoft-based digital workplaces**
8. Comprehensive **Microsoft Dynamics 365 service portfolio for implementation, customization, provisioning and support**, with special consideration for industry-specific services and capabilities
9. Strong **partnership with Microsoft**, measured by the relevant Modern Work & Business Applications solution partner badges and specializations, the evidence of strategic cooperation including partnership tenure



### Definition

This quadrant assesses providers specializing in enterprise AI and data ecosystems. It focuses on the transition from unified data platforms to unified intelligence platforms, where AI and data work in tandem to enable autonomous reasoning and real-time business action. Service providers are evaluated on their ability to create solutions that turn fragmented information into a secure, governed foundation for enterprises. They leverage a mix of proprietary data management and enrichment platforms, alongside the Microsoft Fabric and OneLake as the foundation for data engineering and science, and Power BI analytics to deliver high-performance AI. Within the enterprise AI ecosystem, partners leverage Microsoft offerings, such as CoreAI, Azure OpenAI Services, Azure ML, Microsoft Foundry and Microsoft Agent Framework, with Copilot acting as an intelligent assistant, accelerating workflows and enhancing productivity through automation, guidance and best practices, while adhering to responsible AI guardrails.

### Eligibility Criteria

1. Expertise in implementing **unified data architectures** to create **real-time, structured models of business operations**
2. Comprehensive expertise in **engineering intelligent systems that can reason and act** across distributed enterprise environments
3. Ability to migrate legacy data silos to modern cloud environments and **offer intelligence-as-a-service models using unified data fabrics** such as OneLake
4. **Proprietary platforms or frameworks for lineage, quality management, and metadata enrichment** to enhance AI and data performance
5. Ability to **build, deliver, maintain and scale multi-modal and multi-model enterprise LLMs and agentic AI solutions** using Azure AI infrastructure
6. Expertise in implementing **robust security and compliance** frameworks within Azure
7. Demonstrated commitment to **ethical AI development**, complying with **Microsoft's Responsible AI principles**
8. Proven experience in developing **industry-specific AI models and functional business use cases**
9. Expertise in integrating AI-driven insights into operational systems to **enable real-time decision-making and closed-loop business actions**
10. Expertise in **data and AI cost management**, including optimization of computing, storage and model execution across Azure environments
11. Ability to measure and demonstrate the **business impact of AI** initiatives through defined KPIs, value tracking and continuous optimization frameworks



### Definition

This quadrant evaluates providers that offer managed public cloud services to augment Azure's native IaaS and PaaS capabilities while orchestrating comprehensive cloud operations across hybrid cloud and multicloud environments. The focus is on self-optimizing infrastructure, where AI and automated agents handle orchestration, patching and incident response. Providers are assessed on how they integrate their proprietary operational platforms for monitoring and remediation with Azure's native tools. The service portfolio includes FinOps, DevOps, MLOps and AgentOps, ensuring that the infrastructure and AI workloads are reliable and efficient. These partners utilize deep observability and proactive reliability engineering to maximize performance and sustainability while automating the complete cloud lifecycle. Providers establish benchmarks for Azure managed services based on cost, energy and service quality to ensure optimized performance.

### Eligibility Criteria

1. Experience in **designing, building and managing public cloud and multicloud environments**, with a focus on Azure
2. Ability to **automate the complete cloud lifecycle, including provisioning, scaling, patching, upgrades and decommissioning**
3. Demonstrated experience in **establishing and managing service benchmarks for cost, performance, availability and sustainability**
4. Expertise in **autonomous, ML-driven orchestration, configuration and management of platforms and systems**
5. Experience in **solutions architecture and cost optimization through FinOps**
6. Application of Azure operational best practices aligned with **site reliability engineering (SRE) principles**
7. Robust DevOps solutions for **streamlined delivery**
8. Ability to **measure and optimize cloud-related carbon emissions on Azure**
9. Integration of **agentic AI for managing routine monitoring, incident remediation and automation**
10. Ability to provide **transparent reporting and KPI-driven governance across cost, reliability, security and environmental impact**





### Definition

This quadrant evaluates providers offering a robust suite of consulting and migration services to guide and support businesses through their Azure transformation. These providers should deliver a wide range of services tailored to meet diverse business and IT needs, including business and technology consulting, migration and modernization for the intelligent cloud era. The offerings encompass cloud strategy formulation, compelling business case development and support for ESG and AI-GRC needs. This quadrant focuses on business value discovery and the design of transformation roadmaps while demonstrating expertise in transitioning clients to Azure and Microsoft Sovereign Cloud and implementing Microsoft Industry Clouds. Providers' portfolio must cover the Cloud Adoption Framework and the migration of mission-critical legacy systems to modern, AI-optimized data architectures. They should align technical strategies with long-term business objectives while ensuring adherence to evolving U.S. compliance standards.

*\*Please Note: This quadrant is only applicable for the U.S.*

### Eligibility Criteria

1. A comprehensive portfolio of **Azure competencies, service delivery offerings, designations and specializations**, complemented by consulting and migration expertise
2. A strategic **Azure-focused consulting roadmap**, incorporating current and planned innovations
3. Alignment with **Microsoft's Cloud Adoption Framework (CAF) and Well-Architected Framework** during strategic implementation
4. **ESG and GRC guidance**, tools, technologies and services for secure and compliant Azure adoption
5. Reliable migration of **business-critical applications to Azure**
6. A strong portfolio of **AI- and ML-driven innovations**, with expertise in **GenAI-enabled migrations, agentic workflows and enterprise workload modernization** for operational efficiency
7. Implementation and management of **hybrid cloud and multicloud environments to ensure seamless integration** and operational consistency
8. **Measurable business outcomes** that demonstrate clear value and drive business-technology transformation
9. Robust **Azure security capabilities, including advanced threat protection** and compliance framework implementation
10. **Verticalized cloud solutions**, leveraging Azure's specialized platforms to address unique business challenges



## Quadrants by Regions

As a part of this ISG Provider Lens® quadrant study, we are introducing the following four quadrants on Microsoft AI and Cloud Ecosystem 2026:

Quadrant	APeJCK	Brazil	Germany	Switzerland	U.S.
Microsoft Productivity and Business Process Services	✓	✓	✓	✓	✓
Azure Data Transformation and AI Services	✓	✓	✓	✓	✓
Azure Managed Services	✓	✓	✓	✓	✓
Azure Professional Services*					✓

Note 1: \*Azure professional services quadrant is only for the U.S.

Note 2: For some regions, quadrants may be split into two: one covering large accounts and another for local specialists as applicable in the respective regions.



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

Milestones	Beginning	End
Survey Launch	January 27, 2026	
Survey Phase	January 27, 2026	February 27, 2026
Sneak Preview	May 2026	
Press Release & Publication	July 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 Microsoft AI and Cloud Ecosystem 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 writing 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 concept of “Voice of the Customer.”

The Star of Excellence™ is a program, designed by ISG, 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 will be 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 context of 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.

It is our vision that the Star of Excellence™ will be recognized 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 Client nomination 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](mailto:star@cx.isg-one.com)



**ISG Star of Excellence**



The ISG Provider Lens® 2026 – Microsoft AI and Cloud Ecosystem research 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.

**Study Sponsor:**

Heiko Henkes

**Lead Authors:**

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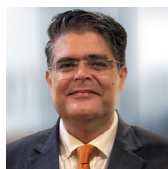
The research and analysis presented in this study will include data from the ISG Provider Lens® program, ongoing ISG Research programs, interviews with ISG advisors, briefings with service providers and analysis of publicly available market information from multiple sources. ISG recognizes the time lapse 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.



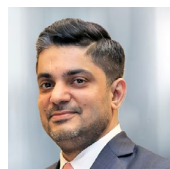
## Contacts For This Study

### Study Sponsor



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**Managing Director  
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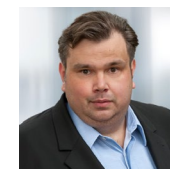
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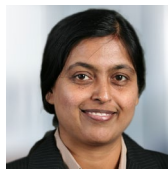
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**Lead Analyst –  
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Germany and  
Switzerland**



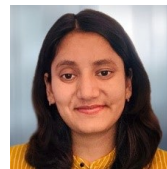
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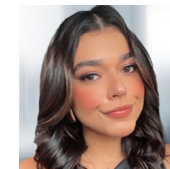
Sameen  
Mohammed Siddique

**Lead Analyst –  
U.S.**



Khyati Tomar

**Research Analyst –  
APeJCK, Germany,  
Switzerland, and U.S.**



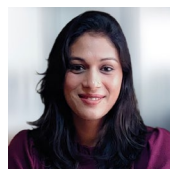
Samara  
Santos

**Research Analyst –  
Brazil**



Pooja  
Nayak

**Data  
Specialist**



Monika  
Pathak

**Project  
Manager**



### 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 advisors participate as part of each study's quality and consistency review team (QCRT). The QCRT ensures 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 QCRT group and contribute at different levels depending on their availability and expertise.

The QCRT 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 to this study



Anay  
Nawathe

**Director –  
U.S.**



Susanta  
Dey

**Director –  
Germany**



Shriram  
Natarajan

**Director –  
U.S.**



## 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

4Results Ltda

7COMm

AC3\*

Accenture & Avanade\*

Accenture\*

ACP\*

ACT Digital

adaQuest, Inc

adesso\*

Advanced Informatica

Akkodis | Barhead \*

Akkodis\*

AlfaPeople\*

All for One Group\*

Allgeier\*

Amaris Consulting

Ambit Group\*

AppSphere\*

Arbit Consultoria

Argano

Arineo GmbH

Arvato Systems\*

Atos\*

Avanade

Aveniq\*

AvePoint

Aveva

Avivatic

Axians Brasil

Axians\*

Axon

Baggenstos\*

BDO Digital

Bechtle\*

Best.Projects\*

Beyondsoft Brasil

BHS

Big Brain Consulting

Birlasoft\*

BitHawk\*

Bizapp

Blue Yonder

BlueShift\*

BlueVoyant

BNP Soluções em TI

Bracta Tecnologia

Brasoftware\*

Brillio\*

BRQ

BS\_Team\*

BT\*

BTC\*

By Seven

C&A TECNOLOGIA DA INFORMACAO DO  
BRASIL LTDA

CANCOM\*

Capgemini\*

CDW

Central IT

Certsys





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CGI*	COMPUTÉCNICA TECNOLOGIA	Dell Technologies*	Elogroup Consultoria e Desenvolvimento Ltda.
Cirion Technologies	Cosmo Consult*	Deloitte*	Empired
Citrix Systems	CSP Tech	Deutsche Telekom*	Employer
Claranet*	Customer Capital Consulting	Devoteam M Cloud*	Encripta
Claro empresas	Customertimes	Dicker Data	Energy Telecom
Closer Consultoria	Data One*	DIGITALL*	Enfrasys
Cloud Target*	Data#3*	Direction Systems LTDA	Engage Squared*
CMCorp	Datacentrics	Dribion*	Engesoftware Tecnologia
Coforge	Datacom*	DXC Technology*	EPAM Systems*
Cognizant*	DATAEX SERVICOS E SOLUCOES LTDA	Econis*	Equinix
Comma Soft AG	DATAGROUP*	Ed Soluções em Tecnologia	eSeth
Communardo*	Dataside	EficienT	Esri (Imagem Geosistemas)
Commvault Systems	DBACorp	Elastic	ESX
Compass UOL (Invillia)	Dedalus*	ELCA/EveryWare*	EY*
Computacenter*	Delaware	Ellevo Next	Fcamara*



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Fênix Sistemas*	Globalsys	IBM*	Invillia*
Finastra	glueckkanja*	Ímpar	IOS Informática
FiveP Australia*	Grazitti Interactive*	Implanta Informática	IOZ AG*
Flintfox Brasil	Grupo Portfolio*	inCloud Tecnologia	IP5 TECNOLOGIA
Forlogic	GSW	Indra	IPI*
Fortinet*	Guaiba Inovação em Tecnologia da Informação	InforMaker	isolutions*
Fujitsu*	Ltda	Infoshot	It4us
FUNCTION 1 TECNOLOGIA CORPORATIVA	HCLTech*	Infosys*	ITCore*
LTDA - ME	Hexaware*	Ingram Micro*	IT-HAUS*
Fusion5*	Hitachi Digital Services	inovTI	lunex
G&P*	HPE	Insight*	IVORY
Gatec	HSBS	intellecom*	Joker IT*
Generation-E*	HSO*	Interactive*	Keyrus
Genpact*	Hyti	InterOp Informatica LTDA	Konica Minolta*
GFT Technologies	IBLABS	Inventcloud	Korcomptenz*



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KPMG*	Levin Assets	Mindworks	Nexer AB
Kron Digital	Logicalis*	Minsait (Indra)	Nextios
Kron*	LTIMindtree*	MongoDB	Nordcloud*
KUMAVISION*	LWSA	Mphasis*	novaCapta*
Kumulus*	M I Montreal Informática SA	MPS Informática	Noventiq
Kurier	Macquarie Cloud Services*	Msg group	Npo Torino
Kyndryl*	Mastek*	Multitask Consultoria	NTT DATA*
L3*	Math Group	Mundo 365	Objective
L5 Networks	MDW*	MXM Sistemas	Objektkultur*
LAB3*	Metadados	myCloudDoor	OneSolution Brasil
Lan Designers	MG INFO	NAVA Serviços e Outsourcing Ltda	OPUS SOFTWARE
Lanlink*	MHP	NCS	Oracle America Inc.
Lattine*	MICROSERVICE TECNOLOGIA DA	Neoris*	ORBIT IT-Solutions*
Layer 2*	INFORMAÇÃO LTDA	Net at Work*	Pentare
Leega	Microwave TI	NetPlans*	Persistent Systems*



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Personetics Technologies LTD.	Redbelt	SMN	Suporti
Phat Consulting*	Rede Nacional de Ensino e Pesquisa (RNP)	SND	SUPPORT SOLUCOES EM INFORMATICA LTDA
Positivo S	Reply*	Softsystem	SVA System
Prime IT	Rhipe	Softtek*	Swisscom*
Processor*	SAS Institute	SoftwareOne*	Sycor*
Programmer's Informática	Scheer*	Solo Network*	Syntax*
Public Cloud Group*	Schlumberger Limited	Solutis	TAC Services
Publicis Sapient*	Seidor	Somnitech*	Take Blip
PwC*	SGA*	Sonda IT	TCS*
q.beyond*	Sinqua	Sopra Steria*	TD Synnex
Qualiserve*	Skaylink*	SOU.cloud*	Tech Mahindra*
Quantiphi	Slalom	Spassu*	TechBiz Forense Digital
Rackspace Technology*	SLMIT	Spirit21	Telefonica
Randstad Digital*	Smart Consulting*	Stefanini	TELETEx
Red River*	SmartIT Services*	Straight Solutions GmbH	Telstra*



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Teltec Solutions*	V8.Tech (V8 Consulting)
Temenos	Velrada*
Think IT (White Cube)	Venha Pra Nuvem*
ThoughtWorks*	Veritec
TIT Consultoria e Serviços	Vibe Tecnologia
TIVIT*	Visionet
Trans4mation*	Vistasys*
Triggo.ai	VIVO*
T-Systems*	Vixteam
UBER Marketing	Way2 Technology
Ubik do Brasil	Wipro*
UMB*	Wolkenwerft*
Unisys*	YSSY
UPBI*	
UST*	



### **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, while 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](#).

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### **ISG**

ISG (Nasdaq: III) is a 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](https://isg-one.com).





**JANUARY, 2026**

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**BROCHURE: MICROSOFT AI AND CLOUD ECOSYSTEM**