İSG Provider Lens

Multi Public Cloud Services

A research report comparing provider strengths, challenges and competitive differentiators

BROCHURE | JUNE 2023 | BRAZIL, EUROPE, FRANCE, GERMANY, NORDICS, SWITZERLAND, U.K., U.S.



Table of Contents 👚

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Introduction	3	Advisor Involvement	
About the Study		Advisor Involvement – Program Description Advisory Team	16 16
Quadrants Research Definition Quadrants by Regions Schedule	4 5 12 13	Invited Companies	18
Client Feedback Nominations	14	About our Company & Research	22
Contacts for this Study	15		

Introduction

This study assesses providers offering public cloud services, including consulting and transformation, managed services, public cloud infrastructure, FinOps and other services.

Providers in scope leverage automation tools to effectively manage, secure and optimize public cloud infrastructure.

In recent years, there has been rapid growth in public cloud adoption as part of digital transformation engagements. The many benefits of the public cloud surpass on-premises infrastructure in several ways, making it the preferred choice for greenfield infrastructure operations and application development in most cases. Other key reasons for this preference stem from a heightened focus on cybersecurity, a greater push toward IT cost optimization and operational efficiency, and the increased deployment of automation tools for efficient data management, along with driving sustainability initiatives by leveraging cloud infrastructure.

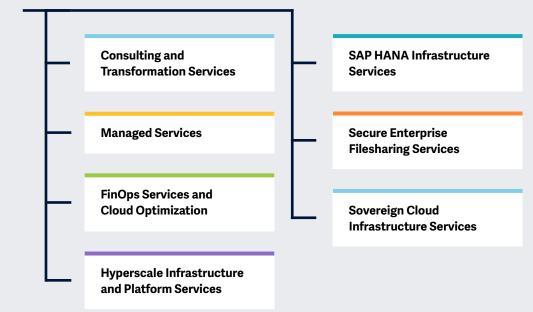
Enterprises continue to seek strategic providers that facilitate cloud transformation engagements on major hyperscalers such as AWS, Microsoft Azure and Google Cloud. The service providers will not only continue to manage the workloads on an ongoing basis but also assist enterprises in controlling, optimizing and managing cloud expenses through FinOps strategies.

With enterprises realizing that the lift and shift migration strategy does not provide the benefits expected from public cloud, they are on the lookout for providers that can help accrue the complete potential of cloud technology. With this, we will be seeing an increased demand for re-architecting workloads and leverage cloud-native technologies for their migration engagements. Also, in the coming years, enterprises are likely to take a conservative approach to spending on public cloud infrastructure. The increasing adoption of FinOps strategy will support this approach and enable the optimization of cloud resources and, consequently, reduce cloud consumption and cloud bills.



This study focuses on what ISG perceives as most critical in 2023 for Multi Public Cloud Services.

Simplified Illustration: Source: ISG 2023



The ISG Provider Lens™ Multi Public Cloud Services 2023 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., the U.K., Germany, France, Brazil, Nordics, Switzerland, Europe and U.S. Public Sector.

ISG studies serve 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.

Consulting and Transformation Services

Definition

This quadrant assesses service providers that offer public cloud consulting and transformation services. These service providers partner with multiple public cloud infrastructure providers to offer multicloud strategy and industry cloud solutions and manage customer-specific complexities in adopting and deploying public cloud solutions. These providers have highly skilled developers and software architects that use design thinking and short work cycles to meet customer demands. This quadrant evaluates providers that help enterprises modernize, optimize and transform their IT operations to enhance efficiency, agility and security. Provider services typically comprise:

Consulting services include business case design for multicloud environments and workload migration assessments. Service providers offer transformation roadmaps addressing security tools, networking and connectivity, data services, analytics, computing performance and guidance on application modernization for migration to public clouds.

- Transformation services include cloud architects and engineers designing, building and configuring multicloud environments. They also support migrating and integrating applications to harness cloud computing security. They introduce AIOps and FinOps to enable an advanced infrastructure that facilitates cloud-native application development and operations.
- Compliance services include environmental, sustainability and governance (ESG) and security requirements. Providers use best practices and frameworks to design cloud policies, processes and functions, ensuring healthy, sustainable, secure and compliant environments regardless of location. From a CXO perspective, ESG has become a mainstream requirement, making it an integral part of every transformation engagement.

- 1. Capable of assessing and designing application modernization strategies to adopt cloud-native services and API libraries for service integration, including DevOps automation, AIOps and infrastructure as code (IaC) deployments, and cross-cloud integration
- 2. Methods and frameworks to analyze clients' IT landscape, optimize IT spending and prevent additional technical debts
- Experience in planning and implementing multicloud services for major industry verticals

- 4. Experience in application migration (templates, automation engines and other techniques) and cloud-native application development
- 5. Certified competence in at least two hyperscalers (preferably AWS, Azure and Google Cloud)
- 6. Ability to address ESG in large transformation programs, helping clients in drafting carbon-neutral strategies and understanding the benefits of adopting a green strategy



Managed Services

Definition

This quadrant assesses managed service providers specializing in multicloud environments, comprising AWS, Microsoft Azure, Google Cloud and other hyperscalers. These providers adopt a DevOps-centric approach to support robust CI/CD pipelines with strong container management capabilities. They also offer expertise in site reliability engineering (SRE) and business resiliency.

Typical managed services offered by these providers include cloud infrastructure lifecycle management and real-time multicloud monitoring with predictive analytics to maximize performance, reduce costs and ensure compliance and security. Service providers use AlOps and FinOps tools to automate processes and provide transparency on cloud resources, capacity utilization and costs. Typical service platforms include service catalogs, approval workflows, self-service and self-heal capabilities. Provider services comprise:

 Management and monitoring of virtual machine CPU utilization, memory, database performance, storage, microservices, containers, logs and service agents

ISG Provider Lens

- Upgrade services for the operating system, middleware and applications on public cloud infrastructure
- Multicloud management, including patching and upgrading for the operating system, middleware and applications, plus security patching, access control and identity management
- ITSM, including incident management, problem management and release management and configuration management database (CMDB) management
- FinOps monitoring and reporting, covering resource utilization, multicloud billing aggregation, invoice management, chargeback and showback
- ML and predictive analytics to improve performance and security
- Self-service catalogs that automate provisioning, container management, service on/off scheduling, IaC and DevOps automation
- Governance and compliance management, along with a robust cybersecurity framework to safeguard client data in multiple geographic locations

- Operational excellence and well-defined professional services
- Experience in building and managing public and multicloud environments
- 3. Expertise in managing platform configuration, integration, systems and containers
- 4. Financial dashboards and cost analysis tools for enhanced visibility of variable costs associated with cloud providers through the FinOps ecosystem

- 5. Support for software code development and cloud-native and legacy system integration by leveraging DevOps, API-enabled automation and cloud analytics services
- 6. Robust security posture and cloud governance services
- 7. Partnerships with leading public cloud providers and relevant managed service provider certificates for AWS, Microsoft Azure, Google Cloud, and others
- Industry-specific solutions and practice knowledge for managing workloads on public cloud infrastructure



FinOps Services and Cloud Optimization

Definition

This quadrant assesses service providers that offer consulting and managed services around multicloud architecture with a best-of-breed approach for cloud infrastructure cost optimization for AWS, Microsoft Azure, Google Cloud and other cloud platforms. These providers undertake projects that include workload assessments to analyze and reduce cloud expenses and maximize cost efficiency.

These providers offer cloud governance advisory services for various activities such as user rights, service approval workflows, audit tracking (setting of logs/agents/reports) and defining compliance check methods, configuration policies, data access policies and service reporting configurations that include tagging, chargeback, and show back functionalities.

Leaders in this quadrant demonstrate the ability to predict clients' consumption patterns and cloud price changes using Al- and ML-based analytics. They use FinOps frameworks, comprising proprietary and third-party tools, to analyze and forecast usage, pricing and

financial impacts. Providers also use data analytics to identify underutilized resources and optimization opportunities.

Clients expect providers to actively manage FinOps tools to maximize cloud resource utilization and improve automation and autoscaling capabilities. Contractual terms enable providers to operate on behalf of clients to facilitate activities such as buying and selling reserved instances, upscaling and downscaling resources and enabling dynamic cost allocation changes. Alternatively, streamlined approval workflows enable fast decision-making to optimize infrastructure costs and maintain budget adherence.

- FinOps-certified FTEs in at least three hyperscalers among the popular ones like AWS, Microsoft Azure, Google Cloud or Oracle Cloud (FinOps-certified staff improves ratings, but it is not a prerequisite)
- 2. To offer FinOps framework strategy and implementation roadmap within the client's organization, including the three major FinOps framework elements inform, optimize and operate

- 3. FinOps services must be regulated by cost-saving targets centered on budget control SLAs
- Enable clients to develop their internal FinOps teams from various organizations within the enterprise
- 5. Empower clients with organizational change management (OCM) for sustainable FinOps practices
- 6. Demonstrate optimization expertise. FinOps reporting is not enough for qualification

Hyperscale Infrastructure and Platform Services

Definition

This quadrant assesses suppliers that provide virtual compute resources, middleware and software in a highly scalable public cloud environment. Clients consume infrastructure and platform functionality as on-demand and web-centric services. Typical services in the laaS segment are compute services, storage and network resources, where all are provided as virtual or containerized software-defined offerings and complemented by serverless architectures. The hyperscaler PaaS segment offers multiple microservices and runtime engines for predefined cloud-based application development that typically addresses the complete lifecycle needs of developers building or modernizing applications. Offerings include middleware, business process management, collaboration networks, databases, analytics and ML capabilities. Internal and external (third-party) services are accessible through marketplaces. In addition, laaS or PaaS vendors support and manage ISVs in their go-to-market activities

- Infrastructure portfolio with computing power, memory, storage, network, backup and container management functions. The self-service catalog includes high performance computing (HPC) and ML instances
- 2. Price transparency with consumption-based and reserved billing models
- 3. Recognized quality standards and service certifications, including data center and facilities certification

- 4. Support for data location according to local regulations for sovereignty, data access control, encryption and privacy. Strong focus on data protection and sophisticated cybersecurity solutions
- 5. Support for IaC and serverless computing in combination with automated provisioning, event triggering and failover
- **6.** APIs to **connect multiple clouds**, SaaS and web services
- 7. Partner program with a vast partner ecosystem



SAP HANA Infrastructure Services

Definition

This quadrant assesses cloud infrastructures best suited to host SAP's software portfolio, emphasizing SAP S/4HANA workloads and large-scale HANA databases. Participating vendors offer laaS, including infrastructure operations, facilities, provisioning and scaling capacity for SAP workloads.

Key criteria for assessment include the laaS providers' offering of data migration tools, technical support, system imaging, backup and restore capabilities, disaster recovery solutions, resource usage monitoring and dashboard management solutions. These tools required can be a part of the standard laaS offerings or provided by partners in a marketplace.

Infrastructure providers that participate in the RISE with SAP program receive a higher rating. However, RISE participation is not a mandatory requirement for inclusion in this quadrant. Ideally, the infrastructure provider should have a broad ecosystem, including SAP partners, enabling them to support clients in automating and operating their SAP instances in the cloud.

The cloud infrastructure provider should also offer pre-sales support to help clients with migration planning, cloud architecture design, sizing and performance optimization, licensing considerations, system and database configuration, virtual private network configuration and third-party vendor solutions (toolsets). The support analysis focuses on the vendor's service partner ecosystem and their expertise in conducting related migrations and operations.

- 1. IaaS to include SAP-certified servers with storage and connectivity for SAP products. Availability of SAP HANA instances in multiple memory sizes, enabling on-demand upscaling to accommodate instance growth and upgrades with minimum service interruptions.
- 2. Memory capacity exceeding6 TBs per virtual machine
- 3. Easy access, transparent prices, consumption-based, reserved instance and dedicated instance billing models

- Recognized quality standards and service certifications, with a strong focus on data protection and cybersecurity
- **5. Low-cost storage** for backups and archiving
- **6. Multi-region** disaster recovery capabilities
- 7. Automated backup and restore functionality (platform-based, proprietary or partner solutions)
- 8. Frameworks and tools for application and data migration
- 9. An ecosystem of **certified partners** with SAP specialization



Secure Enterprise Filesharing Services

Definition

This quadrant assesses vendors that offer enterprise-grade filesharing platforms in cloud environments. These cloud filesharing vendors enable enterprises to store and access data through a SaaS model.

Functionality in these platforms includes the storage of business-related documents that makes them accessible via a browser, desktop or mobile application. The platforms also help enterprises synchronize data between onpremises and cloud storage.

Filesharing-as-a-service also covers a marketplace of third-party integrations, including email and productivity, social media and project management solutions.

*Note: This quadrant primarily focuses on filesharing services and analyzes prominent features of collaboration services, which are being covered in the Provider Lens™ Workplace Services study.

- Real-time activity on files for multiple stakeholders
- 2. Strong administrative controls and secure access management capabilities through a unified dashboard
- 3. Robust multi-factor authentication for access security
- 4. Compliance with data protection regulations, including DSGVO guidelines, plus end-to-end data encryption (in motion and at rest) and a secure key management solution

- 5. Desktop integration capabilities and offline features, with the ability to synchronize files across all connected devices such as desktops, mobile devices and tablets
- 6. Compatibility with various operating systems such as Windows, Android, Apple MacOS and iOS; compatibility with popular office suites and file systems such as FAT32, NTFS and Ext (4) and third-party software integration
- 7. File recovery and version tracking capabilities with a rich UX



Sovereign Cloud Infrastructure Services

Definition

This quadrant assesses providers that offer secure cloud infrastructure designed for hosting enterprise and public sector workloads and data considered "sovereign." Clients consume infrastructure functionality as on-demand and web-centric services, with a portfolio of services including computing power, memory, storage, network, backup and container management functions.

The providers should offer a scalable, agile, flexible and secure cloud infrastructure that ensures data sovereignty. This means that sovereign data resides within data centers located in a specific geography and is subject to local jurisdiction. The providers must prevent access to sovereign data by foreign entities and protect it from potential cyber-attacks. The sovereign cloud architecture should adhere to specifications outlined by projects such as Gaia-X, GDPR, electronic data interchange (EDI) and more. The framework also advocates using open-source technologies such as OpenStack, Kubernetes and Terraform, reducing reliance on

proprietary technologies and avoiding vendor lock-in, ensuring data accessibility. Sovereign cloud providers must establish measures to separate their clients' data from non-sovereign data within their data centers.

Note: Any cloud data center provider meeting the criteria specified below will be eligible to be rated in this quadrant. Also, for this year, this quadrant will be limited to Europe exclusively.

- Data center infrastructure should be present within the specific geography and comply with regional regulations
- 2. Easy access, transparent pricing and support for consumption-based, reserved instance, and dedicated instance billing models
- 3. Compliance with GDPR for storing and processing personal data
- 4. Compliance with **certifications** including BSI-C5, PCI DSS, ISO 27001, ISO 20000, EN 50600, TÜV IT Level 4. KRITIS. HDS and HIPAA
- 5. Offer interoperability with standardized interfaces and avoid vendor lock-in
- **6.** Robust **security** measures with strict access controls

- 7. Infrastructure architecture is designed to comply with governance and compliance regulations to secure data and applications
- 8. Incorporate open-source technology components in the architecture and design of sovereign cloud
- Implementation of sustainable initiatives to provide stable and long-lasting software infrastructure
- 10. Leveraging encryption and cryptography to protect the confidentiality and integrity of sovereign data
- 11. Monitoring and auditing to detect and respond to any security threats or incidents



Quadrants by Region

As a part of this ISG Provider Lens™ quadrant study, we are introducing the following seven quadrants on Multi Public Cloud Services 2023.

Quadrant	Brazil	France	Germany	Nordics	Switzerland	U.K.	u.s.	U.S. Public Sector	Europe
Consulting and Transformation Services	~	✓	✓	✓	✓	✓	✓	✓	
Managed Services	✓	✓	✓	✓	✓	✓	✓	✓	
FinOps Services and Cloud Optimization	✓	✓	✓	✓	✓	✓	✓		
Hyperscale Infrastructure and Platform Services	~	~	~	✓	✓	✓	✓	✓	
SAP HANA Infrastructure Services	~	✓	✓	✓	✓	✓	✓	✓	
Secure Enterprise Filesharing Services			✓						
Sovereign Cloud Infrastructure Services									~

Schedule

The research phase falls between June and August 2023, during which survey, evaluation, analysis and validation will occur. The results will be presented to the media in December 2023.

Milestones	Beginning	End
Survey Launch	June 5, 2023	
Survey Phase	June 5, 2023	June 30, 2023
Sneak Previews	October 2023	
Press Release & Publication	December 2023	

Please refer to the <u>link</u> to view/download the ISG Provider Lens™ 2023 research agenda.

Access to Online Portal

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

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.



Client Feedback Nominations

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 <u>nominate</u> 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: ISG.star@isg-one.com



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MULTI PUBLIC CLOUD SERVICES

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isg Provider Lens

Shankaran **Global Project** Manager

Manikanta

Advisor Involvement - Program Description

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 to this study



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Director



Alex Perry

Director



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Principal Consultant



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Tara Horgan

Consultant



Rakesh Parameshwara B

Director

MULTI PUBLIC CLOUD SERVICES

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.

11:11 Systems	Amanox Solutions	BearingPoint	Capgemini
2nd Watch	ANS	Bechtle	CenterDevice
3DS OUTSCALE	Apalia	Be-Cloud	CGI
7P	Aptum	Birlasoft	Citrix
Abraxas	Arribatec	BitHawk	Claranet
Accenture	Arvato Systems	Box	Cloud Target
Acora	ATEA	Brainloop	Cloudreach
Adacor	Ativy	Brasoftware	CloudSigma
adesso	Atos	Brennan IT	Coforge
adlon	Ausy	BRLink	Cognizant
Advania	Avanade	BRQ	Columbus
Alibaba	Aveniq	BSO	Compass UOL
All for One Group	AWS	ВТ	Computacenter
AllCloud	Axians	BTC	Corexpert
Allgeier	Baggenstos	CANCOM	Crayon

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FPAM

Ctera	Ecritel	Global Access	idgard (Uniscon)
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Cybercom	Eficode	Global Logic	Infinite	
DATAGROUP	Embratel	Gofore	Infomaniak	
DataOne	Enfo Group	Google	Infosys	

Dedalus	Ensono	Gradientm	INS Systems
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Deutsche Telekom	Essence	Grid Dynamics	IPNET
Devoteam	Euvic	Gridscale	IPsense

DigitalOcean EveryWare GWCloud IPT

DoiT Exoscale HCLTech IT Point Systems

double Slash EY Hexaware IT Relation

DRACOON FC Nuvem HighQ Itera Dropbox FTAPI Hitachi Vantara itesys DXC Technology Fujitsu Huawei JISC Econis Giant Swarm IBM KPMG



Deloitte

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Kreuzwerker	MTF	Open Telekom Cloud	Pythian

Kyndryl Navisite OPSIO q.beyond

Lemongrass Consulting NEC Oracle Rackspace Technology

Local controls by S3NS Netcloud Orange Business ratiokontakt

Logicalis OVHcloud Reply

Logicata netlution ownCloud root 360 (Skaylink)

LTIMindtree Nextcloud oXya Santo Digital

Lumen Nextios PASàPAS SAP

Macquarie Telecom Nine Persistent Systems Sauter

Materna N-iX PlusServer ScaleSquad

Micro Focus NIXU Proact Scaleway

Microland NNIT procloud SCC

Microsoft Nordcloud Protera Senacor

Mphasis NTT DATA Prov Sentia

MSRCosmos Oneadvanced PwC SGA



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Six	De	gre	es				

Stefanini

StackIT

Tietoevry TIVIT

Virtustream

skaylink Sky.One

Suneratech Swisscom

TO THE NEW

Wabion

VSHN

SmartIT

Slalom

Syntax

Transputec Trianz

Wagner WIIT

SoftwareONE

SysGroup

Trivadis

Wipro

Solita

TCS **TeamDrive** T-Systems

Zensar

Solteq Somnitec

Tech Mahindra

UMB Unisys

Sonda Sopra Steria tecRacer Teltec

UST

SOU.cloud

Tencent Cloud

V8 Tech

ST IT

Ternary

ti&m

Venha Pra Nuvem Version 1

Virtusa

Stack Labs

About Our Company & Research

İSG 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.

İSG 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 <u>contact@isg-one.com</u>, call +1.203.454.3900, or visit research.isg-one.com.

*****SG

ISG (Information Services Group) (Nasdaq: III) is a leading global technology research and advisory firm. A trusted business partner to more than 900 clients. including more than 75 of the world's top 100 enterprises, ISG is committed to helping corporations, public sector organizations, and service and technology providers achieve operational excellence and faster growth. The firm specializes in digital transformation services, including automation, cloud and data analytics; sourcing advisory; managed governance and risk services: network carrier services: strategy and operations design; change management; market intelligence and technology research and analysis.

Founded in 2006, and based in Stamford, Conn., ISG employs more than 1,600 digital-ready professionals operating in more than 20 countries—a global team known for its innovative thinking, market influence, deep industry and technology expertise, and world-class research and analytical capabilities based on the industry's most comprehensive marketplace data.

For more information, visit <u>isg-one.com</u>.





JUNE, 2023

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