

## Market Commentary

- AWS continues to dominate the cloud market in 2024, showing strong financial performance:
- Generated \$26.28 billion in revenue during Q2 2024, representing a 19% year-over-year increase. The company now has an annual run rate of over \$100 billion.
- Maintained its market leadership with a **32% share of the global cloud market** in Q2 2024.
- Focusing on key areas for future growth:
  - Artificial Intelligence: AWS completed a \$4 billion investment in AI startup Anthropic.
  - Data Security: The company is developing new services like AWS Secrets Manager and AWS Shield.
  - Serverless Computing: AWS is expanding its serverless solutions, including AWS Lambda and AWS Fargate.
- *Solganick was the exclusive advisor to Nextira, an AWS Premier Partner, in its sale to Accenture.*

## Select AWS Partners



## Recent Headlines

[Amazon's Narrowed Margins Overshadow Cloud Computing Growth Reacceleration](#)

[Amazon's Cloud Unit Reports 19% Revenue Growth, topping Estimates](#)

[Amazon Web Services Strength Surprises Wall Street](#)

[Amazon completes \\$4B investment in Anthropic](#)

## Recent M&A Transactions

Date	Acquirer	Target	Deal Summary
Aug 2024	Apax Partners	Thoughtworks	• PE firm acquires and takes private Thoughtworks, an AWS Premier Partner for \$1.7 billion.
May 2024	EQT	Perficient	• Leading digital consultancy and AWS Advanced Consulting Partner with broad offering portfolio PE firm EQT for \$3 billion.
May 2024	Coforge	Cigniti Technologies	• IT services company and AWS Advanced Partner focused on digital transformation acquires into AWS Partner and digital engineering, software testing and QA leader at \$460 million valuation.
April 2024	CD&R	Presidio	• \$60+ billion PE Firm CD&R buys IT services leader offering digital infrastructure, cloud and security solutions and AWS Premier Partner.
April 2024	Zaintech	Citrus Consulting	• IT consulting firm acquires AWS Consulting Partner.
April 2024	nClouds	Foghorn Consulting	• Two Amazon Web Services Premier Services Partners merge.
Jan 2024	Westcon-Comstor	Rebura	• Global technology services provider and distributor acquires London based, AWS Advanced Services Partner Rebura.

# Solganick M&A Transaction Experience

**Cloud, AI, Data Analytics**

**NEXTIRA**

has been acquired by

**accenture**

**Cloud, Data Analytics**

**PANDERA**

has merged with

**66degrees**

backed by **SUNSTONE PARTNERS**

**Data Analytics**

**visualbi**

has been acquired by

**Atos**

**IT Services**

**SIG**

has been recapitalized by

**FORT POINT CAPITAL**

**Cloud, IT Services**

**FLAGSHIP SOLUTIONS GROUP**

has merged with

**DataStorage CORPORATION**

## Highlighted Transaction: Nextira

### Solganick & Co. Advises Nextira in its Sale to Accenture

- Nextira, an **AWS Premier Partner** headquartered in Austin, TX, uses AWS to deliver cloud-native innovation, artificial intelligence, predictive analytics, and immersive experiences for their clients.
- Because of Solganick & Co.'s deep experience within technology services, including the buyer universe, valuation drivers, and overall M&A environment, Solganick & Co. was engaged to run a highly targeted, efficient and competitive M&A process.
- The Solganick team worked closely with Nextira management to attractively position the business and ultimately receive several attractive offers exceeding initial valuation expectations.
- Solganick & Co. supported the entire M&A process, including the client's initial selection of Accenture as well as successful transaction negotiations.
- The transaction was completed in June 2023.

**AI, Data Analytics**

**LONE STAR**

has been recapitalized by

**HCAP PARTNERS**

**IT Services**

**NAVIGATOR BUSINESS SOLUTIONS**

has been acquired by

**ALERION Capital Group, LLC**

**IT Services**

**iXerv**

has been acquired by

**TSP THE SILICON PARTNERS**

backed by **MV. MONETA VENTURES**

**Software**

**learn on demand systems**

has been recapitalized by

**QUAD PARTNERS**

**Software**

**VIRIDIAN SCIENCES**

has been acquired by

**AKERMA**

**IT Services**

**eMedApps**

has been acquired by

**Med Tech Solutions**

backed by **SUNSTONE PARTNERS**

**Data Analytics**

**Waypoint**

has been acquired by

**WIPFLI**

**IT Services**

**ITENTIVE Healthcare Solutions**

has been acquired by

**DAShealth HEALTH IT & MANAGEMENT SOLUTIONS**

backed by **SHERIDAN CAPITAL PARTNERS**

**IT Services**

**ITELAGEN HEALTHCARE**

has been acquired by

**SHERIDAN CAPITAL PARTNERS**

**AI, Software**

**AIM ARTIFICIAL INTELLIGENCE IN MEDICINE INC. INFORMATICS IMPROVING HEALTH**

has been acquired by

**inspirata**

**Cloud, AI, Data Analytics**

**NEXTIRA**

has been acquired by

**accenture**

- Artificial Intelligence
- Cloud Computing
- Data Analytics

# Solganick - Questions? Contact Us

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