

# AWS Services Partners M&A Update, YTD 2024

December 2, 2024



## Market Commentary

- AWS continues to dominate the cloud market in 2024, showing strong financial performance and maintaining its **32% share of the global cloud market** in Q3.
- The business unit generated \$27.5 billion in revenue during Q3 representing a 19% year-over-year increase and operating profit was \$10.5 billion, 60% of Amazon's total revenue. The unit now has an annual run rate of \$110 billion.
- Focusing on key areas of cloud and AI for future growth:
  - "The artificial intelligence portion of AWS is in the billions of dollars in annualized revenue, more than doubling year over year," according to Amazon CEO Andy Jassy.
  - **Artificial Intelligence:** new partnerships, products and capex to meet an explosion of AI requirements, which CEO Andy Jassy has called "maybe a once-in-a-lifetime opportunity."
- **Solganick was the exclusive advisor to Nextira, an AWS Premier Partner, in its sale to Accenture.**

## Select AWS Partners



## Recent Headlines

[Amazon and Oracle announce partnership to offer Oracle Database@AWS](#)

[Databricks announces long-term partnership with Amazon on AI](#)

[AWS vet Matt Garmin assumes CEO role after Selipsky leaves](#)

[AWS records Q3 Ops Profit of \\$10.5 Billion, 60% of parent's](#)

## Recent M&A Transactions

Date	Acquirer	Target	Deal Summary
Dec 2024	CDW	Mission Cloud Services	• IT solutions leader acquires AWS Premier Services Partner that provides agile cloud managed services and consulting.
Nov 2024	Ten10	The Scale Factory	• It consulting firm acquires AWS advanced consulting partner specializing in cloud infrastructure consulting.
Oct 2024	CACI	Applied Insight	• CACI acquires AWS Premier Services Partner to boost its capabilities in AWS, cloud migration, cybersecurity and productivity for government agency customers. Applied Insight was owned by PE firm, Acacia Group.
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.
May 2024	IBM	Skyarch Networks	• IBM acquires Japan based AWS consulting firm specializing in cloud transformation.

# 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**  
LOOK FORWARD. THINK AHEAD.

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

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