AWS Services Partners

M&A Update, YTD 2025

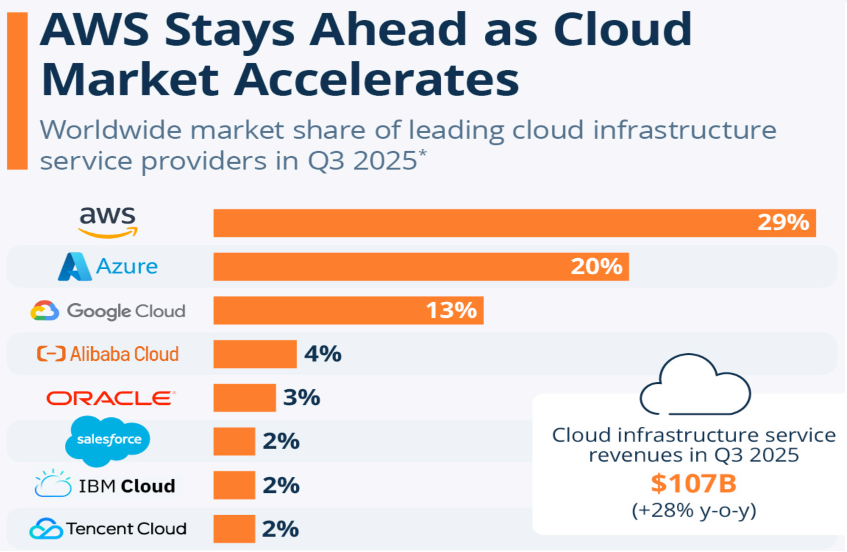
November 28, 2025

Amazon Web Services (AWS): Consulting Partners M&A Summary

Market Commentary

- **Strong Q3 Growth**: AWS's growth rate has been accelerating, with a **20% year-over-year revenue increase in Q3 20**25, reaching $33 billion in revenue, with an annualized run rate of $132 billion, its fastest growth rate since 2022.
- **Leader in Cloud**: **AWS accounts for 29% of the global cloud infrastructure market**.
- **AI Focus**: Amazon is investing heavily in AI and plans to double its data center capacity by 2027.
- Announces **$38 billion OpenAI** partnership. Under this deal, OpenAI will use AWS infrastructure to train and serve its AI models.
- AWS launched AgentCore, a new infrastructure suite designed to help developers build secure and scalable AI agents, further pushing into the "agentic AI" market.
- AWS launched a massive AI compute cluster, which features nearly 500,000 Trainium 2 chips. It is currently being used by Anthropic to build its "Claude" AI models.
- **Notable Transaction**: **Caylent** acquires **Trek10** to enter serverless and IoT engineering services, creating a large "pure play" AWS services firm.

AWS Stays Ahead of Cloud Market



Recent Headlines

- Amazon announces Q3 2025 Results; AWS sales increased 20% YoY
- AWS and OpenAI announce $38 billion multi-year strategic partnership
- AWS and HUMAIN Expand Partnership with NVIDIA AI Infrastructure and AWS AI Chip Deal to Drive Global AI Innovation

Recent M&A Transactions (Selected)

Date	Acquirer	Target	Deal Summary
Nov 5, 2025	**Kyndryl**	**Solvinity**	• Netherlands based AWS Partner specializing in private, public, and hybrid cloud environments for government and finance sectors.
Oct 22, 2025	**Caylent**	**Trek10**	• AWS Premier Partner known for serverless and IoT. Caylent is backed by Gryphon Investors..
Aug 26, 2025	**Capgemini**	**Cloud4C**	• Singapore based AWS Consulting Partner focused on mission critical cloud management and hyper-automation; 1,600 employees.
August 21, 2025	**Wipro**	**Harman Digital Transformation Solutions Unit**	• AWS Premier Services Partner delivering engineering solutions, digital transformation, and IoT solutions.
April 17, 2025	**Infosys**	**The Missing Link**	• Australia based AWS Consulting Partner with expertise in cloud infrastructure and security.
April 17, 2025	**Infosys**	**MRE Consulting**	• AWS Partner offering cloud migration, infrastructure analysis, and monitoring services.

Source: Statista, Synergy Research Group, Tracxn, Amazon Web Services

Amazon Web Services (AWS): Consulting Partners M&A Table (Detailed)

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Announcement Date	Acquirer	Target Company	Target HQ	Deal Context & AWS Partner Status
Nov 17, 2025	**Bespin Global**	**Cognet Nine**	South Korea	Bespin Global (a major AWS MSP) acquired this AI specialist to bolster its "HelpNow" AI platform. Cognet Nine specializes in data/AI solutions often deployed on AWS.
Nov 07, 2025	**MorganFranklin**	**Lynx Technology Partners**	USA (NY)	A risk management and cybersecurity firm. Lynx is an **AWS Select Partner** providing GRC (Governance, Risk, and Compliance) solutions and "risk-as-a-service" on cloud platforms.
Nov 05, 2025	**Kyndryl**	**Solvinity**	Netherlands	A secure managed cloud services provider. Solvinity is an **AWS Partner** specializing in private, public, and hybrid cloud environments for government and finance sectors.
Oct 22, 2025	**Caylent**	**Trek10**	USA (IN)	A major consolidation of two pure-play AWS specialists. Trek10 is an **AWS Premier Tier Services Partner** known for serverless and IoT. Caylent (backed by Gryphon Investors) is also a Premier Tier partner.
Aug 29, 2025	**Accenture**	**NeuraFlash**	USA (MA)	While primarily a Salesforce partner, NeuraFlash is an **AWS Partner** with deep expertise in Amazon Connect and AI/GenAI contact center solutions.
Aug 26, 2025	**Capgemini**	**Cloud4C**	Singapore	A cloud managed services provider (MSP) with 1,600 employees. Cloud4C is a key **AWS Consulting Partner** focused on mission-critical cloud management and hyper-automation. (Closed Nov 3, 2025).
Aug 21, 2025	**Wipro**	**HARMAN DTS**	USA (CT)	Wipro acquired the "Digital Transformation Solutions" (DTS) unit of HARMAN. HARMAN DTS is an **AWS Premier Tier Services Partner** delivering engineering and IoT solutions.
Apr 17, 2025	**Infosys**	**The Missing Link**	Australia	Acquired to strengthen cybersecurity and cloud services in ANZ. The Missing Link is an **AWS Registered Consulting Partner** with expertise in cloud infrastructure and security.
Apr 17, 2025	**Infosys**	**MRE Consulting**	USA (TX)	A technology and business consulting firm for the energy sector. MRE is an **AWS Partner** offering cloud migration, infrastructure analysis, and monitoring services.
Apr 07, 2025	**IBM**	**Hakkoda**	USA (CO)	A data and AI consultancy specializing in Snowflake and cloud data platforms. Hakkoda is an **AWS Partner** (and Snowflake partner) focused on data stack modernization in financial services and healthcare sectors.

Global/Large AWS Partners

- accenture
- AHEAD
- Atos
- Capgemini
- CGI
- Coforge
- Crayon
- cognizant
- CYIENT
- Deloitte.
- doit
- DXC Technology
- epam
- EPI-USE
- genpact
- Globant
- HCLTech
- Hitachi Digital Services

- IBM
- Infosys
- Insight
- KPMG
- kyndryl
- LTIMindtree
- mission A CDW COMPANY
- NTT Data
- Perficient
- Persistent
- PRESIDIO
- publicis sapient
- pwc
- Persistent
- REPLY

- rackspace technology
- software one
- Softchoice
- stefanini GROUP
- TD SYNNEX
- TECH mahindra
- TEKsystems Global Services
- thoughtworks
- virtusa
- wipro
- World Wide Technology
- Xebia

Boutique and Mid-Market AWS Partners

- ADASTRA
- Aligned TG
- AllCloud
- apps associates extreme expertise
- Automat-it
- BeCloud
- Blend
- bounteous
- CAYLENT
- CHARTER SOLUTIONS
- Clearscale
- 1CloudHub

- Clearscale
- CloudKinetics
- cloudthat move up.
- cloudzone by matrix
- commit
- CREDERA
- ECS
- eCloud valley
- Effectual
- encora

- escala 24x7
- IMPETUS
- KLIKA TECH GLOBAL IOT SOLUTIONS
- Lineate
- NOVENTIQ Global expertise, local outcomes
- NorthBay
- OLLION
- opti9
- PARIVEDA
- Provectus
- ptp Infinite Innovation

- quantiphi
- Qucoon Simpler future, now
- Serverworks
- slalom
- SMX
- </SOURCEFUSE>
- Stratus10 CLOUD COMPUTING SERVICES
- trek10
- TRIANZ
- ZERO &ONE zeroandone.me

Who We Are?

We advise buyers and sellers of technology companies on M&A strategies and execution to maximize shareholder value.

Formed in 2009, Solganick & Co. is a data-driven **investment banking** and **mergers and acquisitions (M&A) advisory firm** focused exclusively on the **Software** and **Technology Services sectors**.

AXIAL
TOP 10
INVESTMENT BANK
Q1 2025

AXIAL
TOP 10
INVESTMENT BANK
2024

Our M&A transactions have the following characteristics:

Deal Size Range:
$20M to $250M+

Client Ownership:
Privately Held/Founder Led or PE-Backed

Revenues:
$10M to $250M+

EBITDA:
$1M to $25M+

M&A Transactions:
200+

Years in Business:
16

Dallas ***Los Angeles*** ***San Francisco***

Case Study: Accenture Acquires AWS Premier Partner Nextira

SOLGANICK

- **Client**

  - Nextira (formally Six Nines IT) is an Austin, TX-based, Amazon Web Services (AWS) Premier Services Partner that leverages AWS to deliver cloud-native innovation, artificial intelligence (AI), machine learning (ML), predictive analytics, and immersive experience solutions to enterprise customers.

- **Situation**

  - The founder of Nextira had a previous offer from a large strategic but was interested in running a process to capitalize on the significant growth of his business.
  - The Solganick & Co. team was able to use their previous transaction experience in the IT services, cloud, and AI/ML engineering space to identify several strategic partners that were a better fit with the company and offered higher valuations.

- **Process and Results**

  - Solganick served as the exclusive financial advisor for Nextira and spearheaded a targeted and highly competitive M&A marketing process involving buyers across the artificial intelligence (AI), machine learning (ML), and analytics spaces.
  - The Solganick team's deep knowledge of the industry, excellent understanding of the buyer universe and market, and professional advice and support were all critical in helping the Nextira team navigate the deal process.
  - **Ultimately, Accenture put forth the most compelling offer, as Nextira's strong fit and natural alignment with Accenture was evident throughout the course of the process.**
  - Nextira's nearly 70 highly skilled employees will join the Accenture AWS Business Group.

SOLGANICK

NEXTIRA

has been acquired by

accenture

Solganick M&A Transaction Experience

Cloud, AI, Data Analytics	Cloud, Data Analytics	Data Analytics	IT Services	Cloud, IT Services
NEXTIRA has been acquired by accenture	PANDERA has merged with 66degrees backed by SUNSTONE PARTNERS	visualbi has been acquired by Atos	SIG has been recapitalized by FORT POINT CAPITAL	FLAGSHIP has merged with DataStorage CORPORATION

AI, Data Analytics	IT Services	IT Services	Software	Software
LONE STAR has been recapitalized by HCAP PARTNERS	NAVIGATOR has been acquired by ALERION Capital Group, LLC	iXerv has been acquired by TSP THE SILICON PARTNERS backed by MONETA VENTURES	learn on demand systems has been recapitalized by QUAD PARTNERS	VIRIDIAN SCIENCES has been acquired by AKERNA

IT Services	Data Analytics	IT Services	IT Services	AI, Software
eMedApps has been acquired by Med Tech Solutions backed by SUNSTONE PARTNERS	Waypoint has been acquired by WIPFLI	ITENTIVE has been acquired by DAShealth backed by SHERIDAN CAPITAL PARTNERS	ITELAGEN HEALTHCARE has been acquired by DAShealth backed by SHERIDAN CAPITAL PARTNERS	AIM ARTIFICIAL INTELLIGENCE IN MEDICINE INC. has been acquired by inspirata

Highlighted Transaction: *Nextira*

aws PARTNER Premier Tier Services

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.

Cloud, AI, Data Analytics

NEXTIRA has been acquired by accenture

Artificial Intelligence

Cloud Computing

Data Analytics

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