

## RISING STAR: MINDTREE

### Overview

Mindtree has built a solid cloud management practice with a heavy focus on enterprise clients in travel and transportation, business services, financial services and consumer packaged goods. Mindtree also specializes in strategic management projects for systems integrators and hyperscale partners. Mindtree has more than 1,500 cloud-certified experts to support 12 industry specific areas. Mindtree was recognized as a Microsoft Azure Innovation Partner and Salesforce Marketing Innovation Partner.

Mindtree has more than 19,000 FTEs globally, and approximately 55 percent of its customer business is in the U.S. Mindtree matches or surpasses the public cloud managed services revenue of some of the larger providers.

### Strengths

**Strong Azure management practice:** The majority of Mindtree's cloud management practice is with Microsoft Azure and AWS. For enterprise customers and strategic technology partners, Mindtree manages more than 6,000 core application releases per month on a specialized DevOps framework for one of their clients. Mindtree has also managed strategic cloud services in China and Germany and for the 2014 Winter Olympics.

**Multiple alliances for cloud management:** Mindtree is part of the AWS Channel Reseller Program, AWS Service Delivery Program, AWS Public Sector Partner Program, AWS Managed Service Program, AWS Advanced Consulting Partner, and has achieved Big Data Competency and DevOps Competency. Mindtree is a Gold certified Microsoft Azure Partner, Google Cloud Platform System Integration Partner, IBM Premium Business Partner and Oracle Gold Partner.

**Complimentary migration experience:** In addition to cloud management services, Mindtree has deep experience in cloud migration, recording more than 4,000 projects related to migration and cloud transformation.

### Caution

Mindtree's existing managed service customer base is mainly on Azure. The company needs to expand with AWS, Google Cloud Platform, IBM and other technology partners. Mindtree is also working on additional industry certifications with existing hyperscale partners, including GCP.



## 2019 ISG Provider Lens™ Rising Star

Mindtree's strong Azure and AWS cloud management practice, CMS tooling, process-driven operations and automation-centric approach to cloud operations make the organization a strong provider in the category. Its MWatch cloud management platform is expanding with additional API integrations and has been adopted by several clients for public cloud services. Mindtree MWatch enables hybrid, multi-cloud management providing integrated cloud operations and governance. Additionally, MWatch provides catalogue driven onboarding, committed service performance, and security compliance driving lower TCO for their clients. Mindtree is winning larger deals where specialization and not scale is most important to customers.