CHANNELe2e
from entrepreneur to exit

TOP 100 PUBLIC CLOUD MSPs™

2018 Edition

Welcome to the Top 100 Public Cloud MSPs 2018 Edition. The list and research lean heavily toward MSPs for Amazon Web Services (AWS) and Microsoft Azure — though a few firms have Google Cloud Platform and IBM cloud expertise. The research and rankings are based on aggregated, weighted data from these sources:
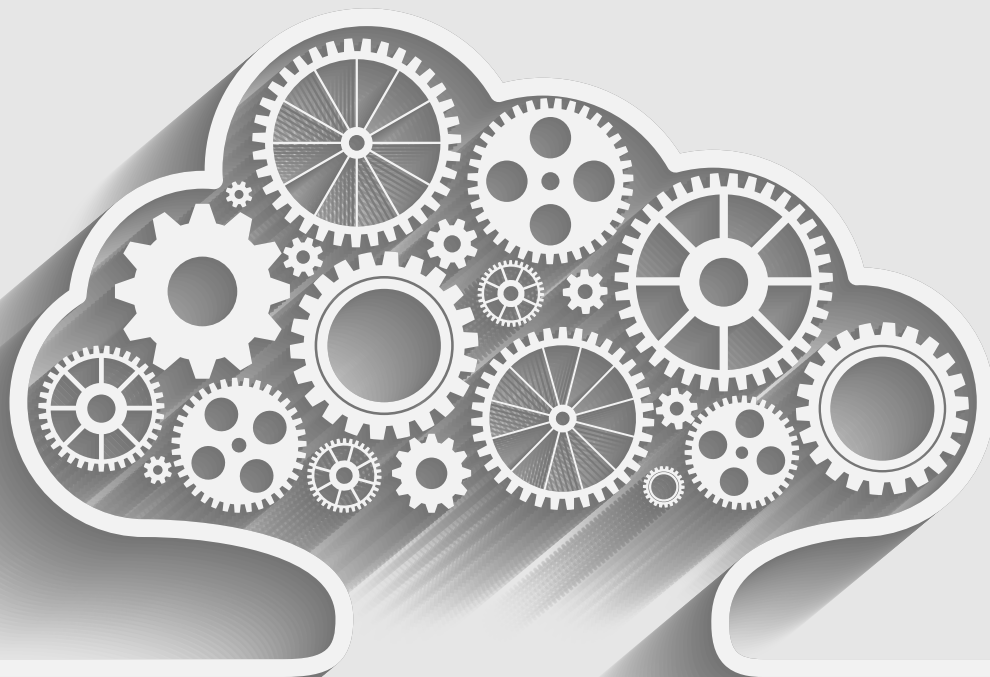
ChannelE2E Survey (50%):
Including annual recurring revenues (for specific clouds); annual revenue growth rate and headcount.

Cloud Provider Certifications (40%):
Including Microsoft Azure MSP Experts; AWS Audited MSP honors; and Google Cloud Premier Partner honors.
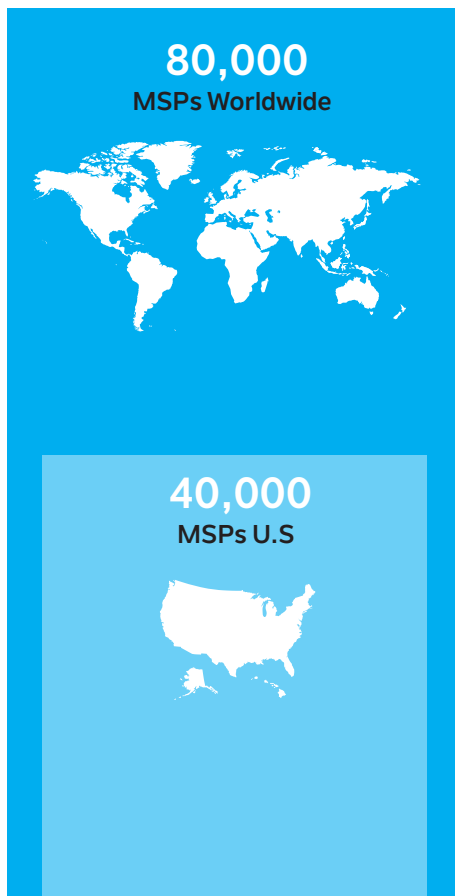
Third-Party Honors (10%):
Including Gartner Magic Quadrant: Public Cloud Infrastructure Managed Service Providers, Worldwide; IDC Managed Cloud Services Report; and Forrester Consulting Study.

The Total MSP Ecosystem

80,000
MSPs Worldwide

40,000
MSPs U.S

Source: ChannelE2E

Example MSP Services for Public Clouds

Managed Cloud: 24x7x365 support, adherence to current best practices, automated maintenance, advanced monitoring, managed backups, expert consultation.

Managed DevOps: IT roadmapping, accelerated deliveries, advanced and rapid support, CI/CD, long-term consulting.

Managed Security: Real-time data monitoring, compliance enforcement, data archiving, AI/ML protection, attack mitigation.

Managed Application Performance: Real-time metrics, proactive performance management, alert response.

Professional Services: AWS Well-Architected Reviews, migrations, configuration management, architecture, best practices implementation, cloud transformations, strategic consulting.

Cloud Optimization: detailed spend attribution, best practices benchmarking, cost optimization, simplified invoicing.

Source: Mission Cloud Services, Inc.

The Cloud MSP Ecosystem

2018:
300*

* Roughly 300 top-tier, certified public cloud MSPs (AWS, Azure, Google)

2020:
3,000

2023:
1,500

⌂ While the overall MSP market is massive, major consolidation is coming. Continuum predicts 20% of U.S. MSPs will control 80% of the U.S. managed services revenue pie within a few years. Similarly, Gartner predicts the number of cloud-centric MSPs will grow rapidly to 3,000 by 2020, before falling by 50% by 2023.

Sources: ChannelE2E, Gartner

Public Cloud Market Leaders: Q1 2018

AWS:
$5.44 Billion

Microsoft:
$1.9 Billion

Google:
$1.7 Billion

* Includes G Suite

⌃ When it comes to managed cloud services, MSPs are following the leaders — particularly AWS and Microsoft Azure, with growing interest in Google Cloud Platform (GCP). The worldwide public cloud services market is projected to grow 21.4% in 2018 to $186.4B, up from $153.5B in 2017, according to Gartner. The top 10 CSPs will command nearly 70% of the IaaS market by 2021, up from 50% in 2016, Gartner says.

Most Popular Cloud Services for 2018

Where Customers Will Spend The Most (In Billions)

$46.4
Cloud Business Process Services

$15
Platform as a Service

$73.6
Software as a Service

$10.5
Management and Security Services
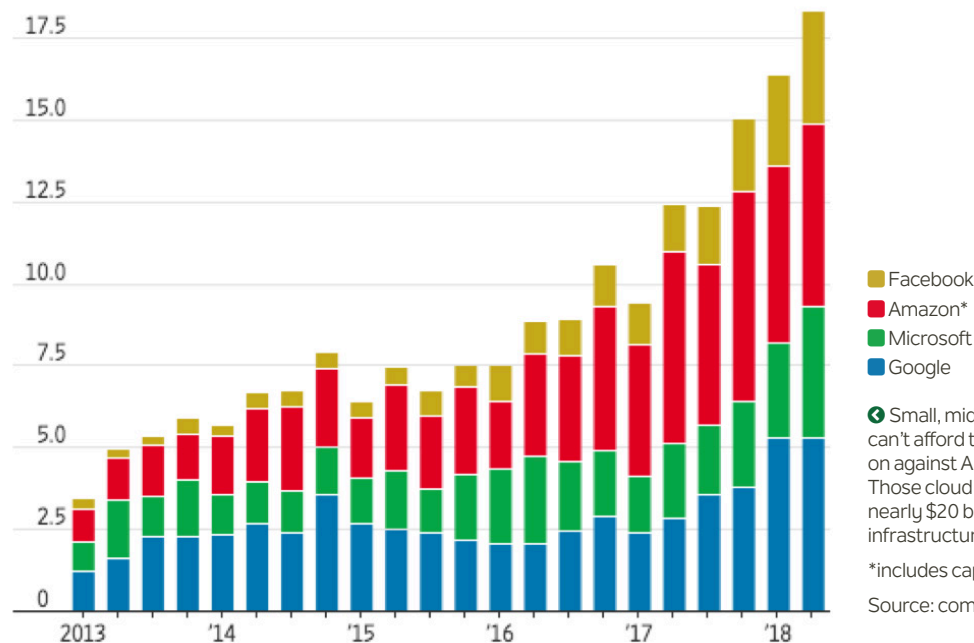
$40.8
System Infrastructure Services

Source: Gartner

⌃ SaaS is the biggest cloud market segment. But MSPs struggle to generate decent recurring revenue margins on mainstream applications like Office 365 and Google G Suite. Instead, leading cloud MSPs are focusing on performance monitoring across infrastructure, applications, network, web and mobile platforms.

The Cloud Spending War

Capital Spending per Calendar Quarter

Legend:
- Facebook
- Amazon*
- Microsoft
- Google

❮ Small, midsize and even enterprise MSPs can't afford to build clouds that compete head-on against Amazon, Microsoft and Google. Those cloud giants plus Facebook now spend nearly $20 billion per quarter on cloud and infrastructure projects.

*includes capital leases

Source: company data, Wall Street Journal

Top 100 **Public Cloud MSPs**

COMPANIES RANKED 1-20

OVERALL RANK	COMPANY	WEB	AWS	AZURE	GOOGLE	LOCATION	COUNTRY
1	Accenture	www.Accenture.com	x	x	x	Chicago, IL	USA
2	Rackspace	www.rackspace.com	x	x	x	Windcrest, TX	USA
3	Cloudreach	www.cloudreach.com	x	x	x	London	UK
4	Deloitte	www.deloitte.com	x		x	New York, NY	USA
5	Capgemini	www.capgemini.com	x	x		Paris	France
6	Cognizant	www.cognizant.com	x	x		Teaneck, NJ	USA
7	HCL Technologies	www.hcl.com	x	x		Noida	India
8	Wipro	www.wipro.com	x	x		Bangalore, Karnataka	India
9	Tata Consultancy Services	www.tcs.com	x	x		Mumbai, Maharashtra	India
10	Infosys	www.infosys.com	x	x		Newark, CA	USA
11	Smartronix	www.cloudassured.com	x	x		Hollywood, MD	USA
12	2nd Watch	www.2ndWatch.com	x		x	Seattle, WA	USA
13	Mission	https://missioncloud.com	x			El Segundo, CA	USA
14	DXC Technology	www.dxc.com	x	x		Tysons, VA	UK
15	Logicworks	www.logicworks.com	x	x		New York, NY	USA
16	Onica	www.onica.com	x	x		Santa Monica, CA	USA
17	Nordcloud	www.nordcloud.com	x	x		Helsinki	Finland
18	REAN Cloud	www.reancloud.com	x			Herdon, VA	USA
19	Besbin Global	www.bespinglobal.com	x	x		Yeoksam	Republic of Korea
20	AllCloud	www.allcloud.io	x		x	Rosh Haayin	Israel

COMPANIES RANKED 21–40

OVERALL RANK	COMPANY	WEB	AWS	AZURE	GOOGLE	LOCATION	COUNTRY
21	BlazeClan Technologies	www.blazeclan.com	x	x		Pune, Maharashtra	India
22	Ensono	www.ensono.com	x	x		Downers Grove, IL	USA
23	Cloudnexa	www.cloudnexa.com	x			Philadelphia, PA	USA
24	Megazone Corporation	cloud.hosting.kr	x		x	Seoul	Republic of Korea
25	eCloudvalley Digital Technology	www.ecloudvalley.com	x			Taipei	Taiwan
26	Dedalus	www.dedalus.com.br	x	x		Sao Paulo	Brazil
27	Wragby Business Solutions	www.wragbysolutions.com		x		Lekki	Nigeria
28	PwC	http://google.pwc.com			x	New York, NY	USA
29	Infront Consulting Group	www.infrontconsulting.com		x		Toronto, Ontario	Canada
30	NTT Data	www.nttdata.com/in-dex.html	x			Tokyo	Japan
31	Sopra Steria	www.soprasteria.com	x			Paris	France
32	Telstra	www.telstra.com	x			Melbourne, Victoria	Australia
33	CenturyLink	www.centurylink.com	x	x		Monroe, LA	USA
34	Unisys	www.unisys.com	x			Blue Bell, PA	USA
35	Leidos	www.leidos.com	x			Reston, VA	USA
36	General Dynamics	https://gdit.com/partner/amazon-web-services	x			Fairfax, VA	USA
37	Avanade	www.avanade.com/en-us		x		Seattle, WA	USA
38	NEC	www.nec.com	x			Tokyo	Japan
39	FPT Software	www.fpt-software.com	x			Hanoi	Vietnam
40	Convergent Computing (CCO)	www.cco.com		x		Walnut Creek, CA	USA

Top 100 **Public Cloud MSPs**

COMPANIES RANKED 41-60

OVERALL RANK	COMPANY	WEB	AWS	AZURE	GOOGLE	LOCATION	COUNTRY
41	CloudHesive	www.cloudhesive.com	x	x	x	Fort Lauderdale, FL	USA
42	Devoteam Cloud	https://es.devoteam.com			x	Madrid	Spain
43	Minjar	www.minjar.com	x			Santa Clara, CA	USA
44	PA Consulting	www.paconsulting.co.uk			x	London	UK
45	SHI	www.shi.com	x			Somerset, NJ	USA
46	LG CNS	www.lgcns.com	x			Seoul	Republic of Korea
47	Softchoice	www.softchoice.om/aws	x			Toronto, Ontario	Canada
48	CI&T	www.ciandt.com/google			x	Philadelphia, PA	USA
49	Team Computers	www.teamcomputers.com/googlecloud			x	New Delhi	India
50	NRI (Nomura Research Institute)	www.nri.com/jp	x			Tokyo	Japan
51	KCOM	www.kcom.com	x			Hull	UK
52	GTPlus	http://cloud.gtplus.co.kr		x		Seoul	Republic of Korea
53	DB Systel	www.dbsystel.de	x			Frankfurt	Germany
54	Comparex	www.comparex-group.com/web/com/comparex.htm		x		Leipzig	Germany
55	Progressive Infotech	www.progressive.in	x	x		Noida	India
56	Trianz Holdings	www.trianz.com	x			Bengaluru	India
57	Mitag	www.mitac.com.tw			x	Taipei	Taiwan
58	ECStech	www.ecstech.com	x			Fairfax, VA	USA
59	Claranet	www.claranet.co.uk	x	x	x	London	UK
60	Version 1	www.version1.com/it-service/enterprise-cloud	x			Dublin	Ireland

COMPANIES RANKED 61-80

OVERALL RANK	COMPANY	WEB	AWS	AZURE	GOOGLE	LOCATION	COUNTRY
61	Neudisic	www.neudesic.com			x	Irvine, CA	USA
62	Looker	http://looker.com			x	Santa Cruz, CA	USA
63	Link By Net	www.linkbynet.com	x	x		Saint-Denis	France
64	Melbourne IT	www.melbourneit.com.au/enterprise	x	x		Syndey, New South Wales	Australia
65	Beeva	www.beeva.com	x			Madrid	Spain
66	Innova Solutions	www.innovasolutions.com	x			Santa Clara, CA	USA
67	8k miles	https://8kmiles.com	x			Pleasanton, CA	USA
68	New Signature	https://newsignature.com		x		Washington, DC	USA
69	Maven Wave Partners	www.mavenwave.com			x	Chicago, IL	USA
70	CoreComplete	www.corecompete.com		x		Durham, NC	USA
71	Connectria Hosting	www.connectria.com	x			St. Louis, MO	USA
72	ITERA	www.iteraprocess.com	x			Mexico City	Mexico
73	Noovie	www.noovle.com/it			x	Milan	Italy
74	Cybercom Group	www.cybercom.com	x			Stockholm	Sweden
75	Coretek Services	www.coretekservices.com		x		Framington Hills, MI	USA
76	Cirruseo	www.cirruseo.com			x	Paris	France
77	eSource Capital	www.esourcecapital.com/es/contacto			x	Miami, FL	USA
78	gCompany	https://g.company			x	Utrecht	Netherlands
79	Capside	http://capside.com	x	x		Barcelona	Spain
80	Edifixio	www.edifixio.com	x			Paris	France

COMPANIES RANKED 81–100

OVERALL RANK	COMPANY	WEB	AWS	AZURE	GOOGLE	LOCATION	COUNTRY
81	Intelligence Partner	www.intelligencepartner.com			x	Madrid	Spain
82	Onigroup	https://onigroup.com.au			x	Sydney, New South Wales	Australia
83	DoIT International	http://www.ditoweb.com			x	Reston, VA	USA
84	Netpremacy	www.netpremacy.com			x	London	UK
85	Classmethod	https://classmethod.jp	x			Tokyo	Japan
86	Cascadeo	www.cascadeo.com	x			Mercer Island, WA	USA
87	Applied Geography	http://appgeo.com			x	Boston, MA	USA
88	Data Solutions Group	http://data-solutions.com.au	x			Melbourne, Victoria	Australia
89	Ipsense	www.ipsense.com.br	x			Rio de Janeiro	Brazil
90	GoReply	http://reply.com			x	Milan	Italy
91	LayerV	https://layerv.com	x			Woking	UK
92	NexusTek	www.nexustek.com	x	x	x	Greenwood Village, CO	USA
93	Lumen21 Inc.	www.lumen21.com	x	x		Orange, CA	USA
94	TIG Ltd	www.tig.co.uk		x		Watford	UK
95	ICG	www.i-cg.com	x	x		Hong Kong	China
96	ProServeIT Corp	www.proserveit.com		x		Mississauga, Ontario	Canada
97	iV4 Inc.	www.iv4.com		x		Syracuse, NY	USA
98	LAN Infotech, LLC	www.laninfotech.com		x		Fort Lauderdale, FL	USA
99	RedNight Consulting, Inc	www.rednightconsulting.com	x			Aliso Viejo, CA	USA
100	Network Thinking Solutions Inc.	www.networkthinking.com	x			Westlake Village, CA	USA

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