

Coverage Report

Mphasis launches focused cloud ecosystem channel organization

February 09, 2022

Online

Benzinga

[Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experience for enterprise clients globally](#)

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Mphasis has been in the forefront of accelerating cloud innovation and enterprise-wide adoption in its existing client base, by partnering with cloud providers, leveraging its 200+ open-source solutions and assets. This has enabled its clients to leverage cloud to expand rapidly in international markets, launch new products faster, deliver hyper-personal experiences and improve service delivery through efficient business operations.

As part of this channel investment, Mphasis is further deepening its partnerships with four major cloud providers - AWS, Microsoft Azure, Google Cloud Platform, and VMware Tanzu, along with select cloud capability ecosystem partners such as Snowflake, Databricks, Talend, ServiceNow, Unqork, vFunction, mLogica, Averisource and others. The channel focused team will further accelerate joint go to market motions through industry specific solutions, harnessing the power of each platform, through dedicated Center of Excellence (COE), industry cloud collaborations and advanced specializations. This will further enhance digital experiences and service deliveries for its joint enterprise clients.

"We at Mphasis are delivering superior hyper-personal experiences and cloud enabled innovations by partnering with cloud providers and enterprise CTO teams to build their intelligence core on the cloud, with our proven Front2back™ transformation strategy," said Nitin Rakesh, CEO and Managing Director, Mphasis. He added, "Several of our recent acquisitions – Stelligent - DevOps, Premier AWS consulting partner; Datalytx - Snowflake and Talend services – are aimed at improving its ability to support respective clients. Mphasis investment in the focused channel organization, will now further deepen collaboration with these and other cloud-platform partners, drive innovation and joint customer success for our clients."

A few examples of such innovative domain centric vertical solutions that Mphasis has jointly engineered include:

- Global Payment hub designed natively on containers with AWS & ecosystem partners
- Digital Cloud Native Business Platform for Life & Retirement Insurance Provider with VMWare Tanzu & AWS
- Cloud enabled ATM Robotic Testing Automation with Microsoft Azure, for Tier-1 Bank.
- Hybrid Multi-cloud Digital Operating Platform for a North American Rail with GCP Anthos and Microsoft Azure
- Advisor & Stock Plan Services transformation for wealth management client enabled VMWare Tanzu
- Launched a first of its kind, Airline data platform with AWS
- Underwriter Workspace transformation with Unqork and AWS.

Veda Iyer, Global Chief Marketing Officer and Head, Hyperscalers and Strategic Partnerships, will take on the charter of leading the Cloud Channel Business and Global Partnerships for Mphasis. To drive increased focus and growth

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Yahoo Finance

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Seeking Alpha

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Finextra

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DQ Channels

[Mphasis Launches Cloud Ecosystem Channel organisation](#)

Mphasis (BSE: 526299; NSE: MPHASIS), an information technology (IT) solutions provider specializing in cloud and cognitive services, has launched a focused cloud ecosystem channel organization, to enable enterprise clients globally with personalized and specialized solutions, to accelerate enterprise-wide cloud enabled transformations.

Mphasis has been in the forefront of accelerating cloud innovation and enterprise-wide adoption in its existing client base, by partnering with cloud providers, leveraging its 200+ open-source solutions and assets. This has enabled its clients to leverage cloud to expand rapidly in international markets, launch new products faster, deliver hyper-personal experiences and improve service delivery through efficient business operations.

As part of this channel investment, Mphasis is further deepening its partnerships with four major cloud providers - AWS, Microsoft Azure, Google Cloud Platform, and VMware Tanzu, along with select cloud capability ecosystem partners such as Snowflake, Databricks, Talend, ServiceNow, Unqork, vFunction, mLogica, Averisource and others. The channel focused team will further accelerate joint go to market motions through industry specific solutions, harnessing the power of each platform, through dedicated Center of Excellence (COE), industry cloud collaborations and advanced specializations. This will further enhance digital experiences and service deliveries for its joint enterprise clients.

"We at Mphasis are delivering superior hyper-personal experiences and cloud enabled innovations by partnering with cloud providers and enterprise CTO teams to build their intelligence core on the cloud, with our proven Front2back™ transformation strategy," said Nitin Rakesh, CEO and Managing Director, Mphasis. He added, "Several of our recent acquisitions – Stelligent - DevOps, Premier AWS consulting partner; Datalytx - Snowflake and Talend services – are aimed at improving its ability to support respective clients. Mphasis investment in the focused channel organization, will now further deepen collaboration with these and other cloud-platform partners, drive innovation and joint customer success for our clients."

A few examples of such innovative domain centric vertical solutions that Mphasis has jointly engineered include:

- Global Payment hub designed natively on containers with AWS & ecosystem partners
- Digital Cloud Native Business Platform for Life & Retirement Insurance Provider with VMWare Tanzu & AWS
- Cloud enabled ATM Robotic Testing Automation with Microsoft Azure, for Tier-1 Bank.
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TechNuter

[Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experiences for enterprise clients globally](#)

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Financial IT

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WGN9 TV

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KTLA 75

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Digital Business Cloud

[Mphasis gründet neue Channel-Organisation mit Fokus auf das Cloud-Ökosystem](#)

Mphasis will mit jetzt gegründeten Channel-Organisation die Cloud-Transformation beschleunigen und seinen Kunden personalisierte Erlebnisse liefern.

Mphasis, ein auf Cloud- und kognitive Dienste spezialisierter Anbieter von IT-Lösungen, hat jetzt eine auf das Cloud-Ökosystem ausgerichtete Channel-Organisation gegründet. Diese soll Unternehmenskunden weltweit mit personalisierten und spezialisierten Lösungen versorgen und so die unternehmensweite Cloud-Transformation beschleunigen. Mphasis nimmt bei der Beschleunigung von Cloud-Innovationen und ihrer Umsetzung bei den bestehenden Kunden eine Vorreiterrolle ein.

Dazu pflegt das Unternehmen Partnerschaften mit Cloud-Anbietern und nutzt seine mehr als 200 Open-Source-Lösungen und -Assets. Dies ermöglicht es den Anwendern, die Cloud zu nutzen, um einfacher in internationale Märkte zu expandieren, neue Produkte schneller einzuführen, hyper-personalisierte Erfahrungen zu liefern und die Bereitstellung von Services durch effiziente Geschäftsabläufe zu verbessern.

Mphasis erweitert Partnerschaft mit vier Cloud-Anbietern

Im Rahmen dieser Channel-Investition vertieft Mphasis seine Partnerschaften mit den vier führenden Cloud-Anbietern Amazon Web Services (AWS), Microsoft Azure, Google Cloud Platform und VMware Tanzu. Außerdem mit ausgewählten Partnern aus dem Cloud-Ökosystem, zu denen Snowflake, Databricks, Talend, ServiceNow, Unqork, vFunction, mLogica und Averisource zählen. Die Channel-Partnerschaften sollen die gemeinsame Markteinführung durch branchenspezifische Lösungen weiter beschleunigen, indem die Leistungsfähigkeit der einzelnen Plattformen durch dedizierte Exzellenzzentren (Center of Excellence, COE), branchenweite Cloud-Kooperationen und erweiterte Spezialisierungen nutzbar gemacht wird. Dadurch werden die digitalen Erfahrungen und Serviceleistungen für die gemeinsamen Unternehmenskunden weiter verbessert.

Front2back-Transformationsstrategie in der Cloud

Mphasis liefert hyper-personalisierte Erfahrungen und Cloud-fähige Innovationen, weil wir mit Cloud-Anbietern und den CTO-Teams der Unternehmen zusammenarbeiten, um den Kern ihrer Intelligence-Systeme mit unserer bewährten Front2back-Transformationsstrategie in der Cloud aufzubauen“, sagt Nitin Rakesh, CEO und Managing Director von Mphasis. Er fügt hinzu: „Mehrere unserer jüngsten Akquisitionen – wie beispielsweise Stelligent, ein DevOps und Premium-AWS-Beratungspartner, oder Datalytx als Dienstleister für Snowflake- und Talend-Services – zielen darauf ab, unsere Fähigkeit zur Unterstützung der Kunden zu verbessern. Die Investition in die neue Channel-Organisation wird nun die Zusammenarbeit mit diesen und anderen Cloud-Plattform-Partnern weiter vertiefen, Innovationen vorantreiben und den gemeinsamen Kundenerfolg fördern.“

Einige Beispiele für Lösungen, die Mphasis gemeinsam mit Partnern entwickelt hat, sind:

- Globales Zahlungszentrum, das basierend auf Containern mit AWS und Ökosystempartnern entwickelt wurde
- Digitale Cloud-native Geschäftsplattform für Lebens- und Rentenversicherungsanbieter mit VMware Tanzu und AWS
- Cloud-fähige Robotik-Testautomatisierung für Geldautomaten mit Microsoft Azure für eine Tier-1-Bank.
- Hybride Multi-Cloud Digital Operating Platform für eine nordamerikanische Eisenbahngesellschaft mit GCP Anthos und Microsoft Azure
- Transformation der Berater- und Aktienplan-Services für einen Vermögensverwaltungskunden mit VMware Tanzu
- Einführung der ersten Airline-Datenplattform mit AWS

Veda Iyer übernimmt Cloud-Channel-Geschäft bei Mphasis

Die Leitung des Cloud-Channel-Geschäfts und der globalen Partnerschaften wird Veda Iyer, Global Chief Marketing Officer und Head Hyperscalers und Strategic Partnerships, für Mphasis übernehmen. Um einen stärkeren Fokus und eine Wachstumsbeschleunigung bei Hyperscalern zu erreichen, erhält Veda Unterstützung von Yesh Subramanian, Senior Vice President und Leader Cloud Channel und Partnerships.

Date	Publication/ Portal	Headline
09 February, 2022	Benzinga	<u>Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experience for enterprise clients globally</u>
09 February, 2022	Yahoo Finance	<u>Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experience for enterprise clients globally</u>
09 February, 2022	Seeking Alpha	<u>Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experience for enterprise clients globally</u>
09 February, 2022	MorningStar	<u>Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experience for enterprise clients globally</u>
09 February, 2022	Business Insider	<u>Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experience for enterprise clients globally</u>
09 February, 2022	Finanzen	<u>Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experience for enterprise clients globally</u>
09 February, 2022	Fox8	<u>Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experience for enterprise clients globally</u>
09 February, 2022	TechRegister	<u>Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experience for enterprise clients globally</u>
09 February, 2022	Finextra	<u>Mphasis goes all in on cloud technology</u>
09 February, 2022	CRN	<u>Mphasis launches focused cloud ecosystem channel organization</u>
09 February, 2022	CXO Today	<u>Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experiences for enterprise clients globally</u>

09 February, 2022	CXO Outlook	Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experiences for enterprise clients globally
09 February, 2022	DQ Channels	Mphasis Launches Cloud Ecosystem Channel organisation
09 February, 2022	Tech Nuter	Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experiences for enterprise clients globally
09 February, 2022	Digital First Magazine	Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experiences for enterprise clients globally
09 February, 2022	Financial IT	Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experiences for enterprise clients globally
09 February, 2022	India Education Diary	Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experiences for enterprise clients globally
09 February, 2022	WGN9 TV	Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experience for enterprise clients globally
09 February, 2022	KTLA 75	Mphasis launches focused cloud ecosystem channel organization to accelerate cloud innovation and hyper-personal experience for enterprise clients globally
09 February, 2022	Digital Business Cloud	Mphasis gründet neue Channel-Organisation mit Fokus auf das Cloud-Ökosystem