

Global Systems Integrator Analysis

Helps vendor partner leaders navigate their approaches with the GSI emerging regional SI community to drive enterprise customer value.

Key Questions Answered

- Which GSIs and regional SIs are driving the most significant market impact?
- How can vendors optimize their partnerships with GSIs and regional SIs?
- What is the forecast for market spend and growth across GSI and regional SI channels?
- How do GSIs and regional SIs structure their organizations and go-to-market strategies?

What We Offer

- Ongoing stream of analysis highlighting GSI and SI trends.
- GSI organizational mapping – Priority vendors, industries and technologies
- GSI and SI opportunity sizing
- Tracking of competitor GSI and SI program and partnership updates
- Consulting M&A tracker



With **8.9%** of all IT spend flowing through Systems Integrators, the Omdia GSI Analysis service equips vendors with the tools they need to expand their service-specific strategies to meet the demands of both the GSIs they work with and ultimately their enterprise customers.



Peter Bryant

Practice Lead

**Global System Integrator
Analysis Service**

SPEAK WITH OUR EXPERTS

Delivering actionable GSI insights

Key Deliverables



Alliances in Action

Deep dives into marquee GSI and Vendor alliances to unlock the key market leaders and their best practices in developing joint go to market and product solutions.



Reports

In-depth analysis on leading GSI go-to-market approaches including custom platforms, Agentic AI integration, co-selling processes, alliance strategies and vendor best practice.



Briefings

Regular custom market updates from expert analysts, including vendor-specific service program profiles, emerging SI trends, and GSI-vendor alliance assessments.



Analyst Insights and Access

Continuous expert market commentary and direct analyst support for urgent inquiries.

Scope of Research

Coverage

- Analysis of GSI and SI go to market and products around cloud, cybersecurity, infrastructure and business transformation
- Measures include GSI and SI performance, investment profile and practice expansion.

Key Research Themes

- Growth and transformation of the traditional BPO and managed services model.
- Shift from services first to platform first model
- Integration of GSIs into the cloud hyperscaler ecosystems, including the expansion of cloud marketplace strategies.
- The role of Agentic AI in GSI led digital transformations
- GSI investment into vendor training, certifications and partner programs
- Vendor best practices for services-specific partner incentives
- Continued growth of specialist SIs in wider market

DISCOVER LATEST INSIGHTS



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