

Q4 2024 : Technology Partners Growth Monitor

Tracking Growth Trends of Key Technology Partners of the Top 20 IT services providers across 5 Technology Areas

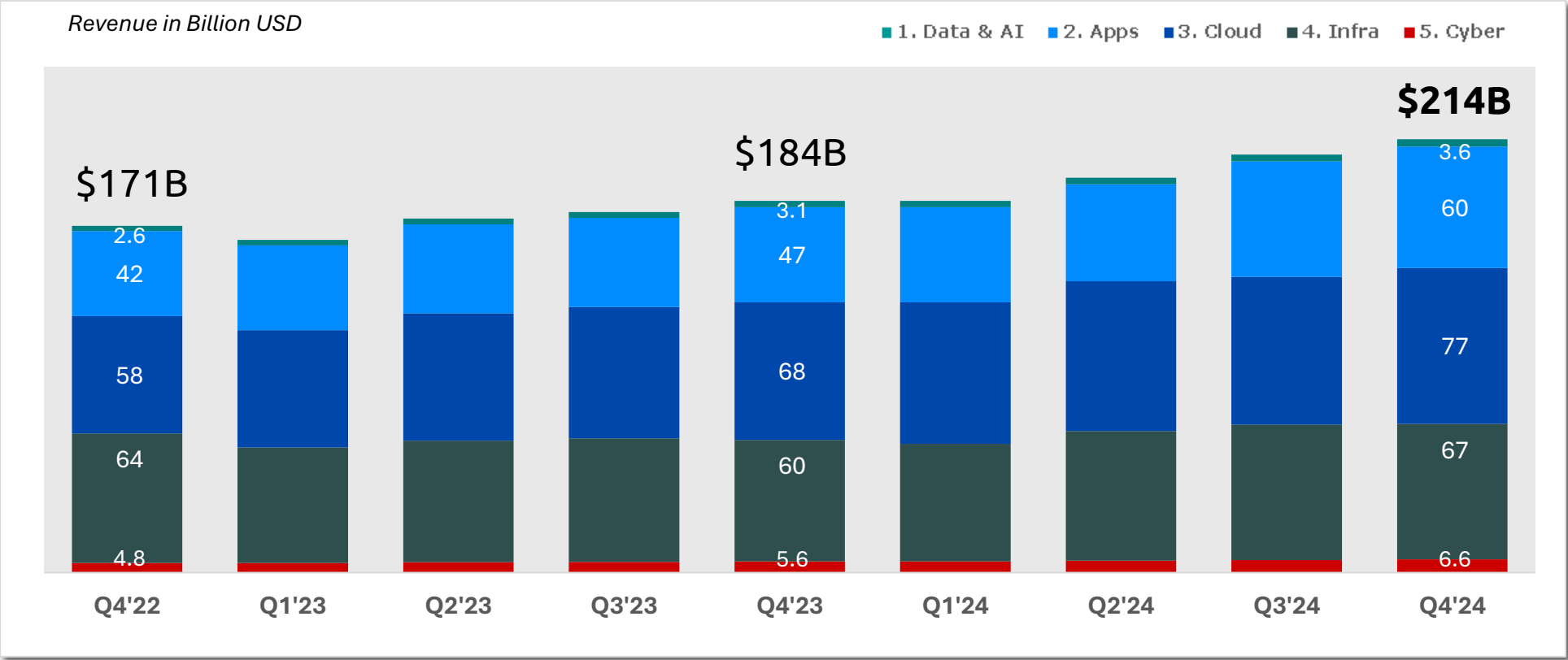
+16.4%

Q4'24 YoY revenue Growth vs 3.2% of Top 20 IT services providers

1. Data & AI	 snowflake®	 Palantir	 Informatica	 teradata.	 MongoDB.	 elastic
2. Apps	 SAP	 salesforce	 Microsoft Dynamics 365	 ORACLE® ERP	 workday.	 servicenow®
3. Cloud Services	 aws	 Google Cloud	 Microsoft Azure	 ORACLE® CLOUD	 Alibaba Cloud	 NVIDIA.*
4. Infra	 Dell Technologies	 Hewlett Packard Enterprise	 cisco	 Lenovo	 NetApp	 NUTANIX
5. Cyber	 paloalto® NETWORKS	 FORTINET	 CROWDSTRIKE	 CYBERARK® The Identity Security Company	 CHECK POINT™	 zscaler™

*NVIDIA is listed as a partner by several IT Services companies. However, a significant portion of its revenue is reported under Data Center sales, primarily linked to Hyperscalers, and is therefore excluded from this analysis.

Total Quarterly Revenue reached \$ 214B in Q4'24, +30B vs Q3'23 +16.4%

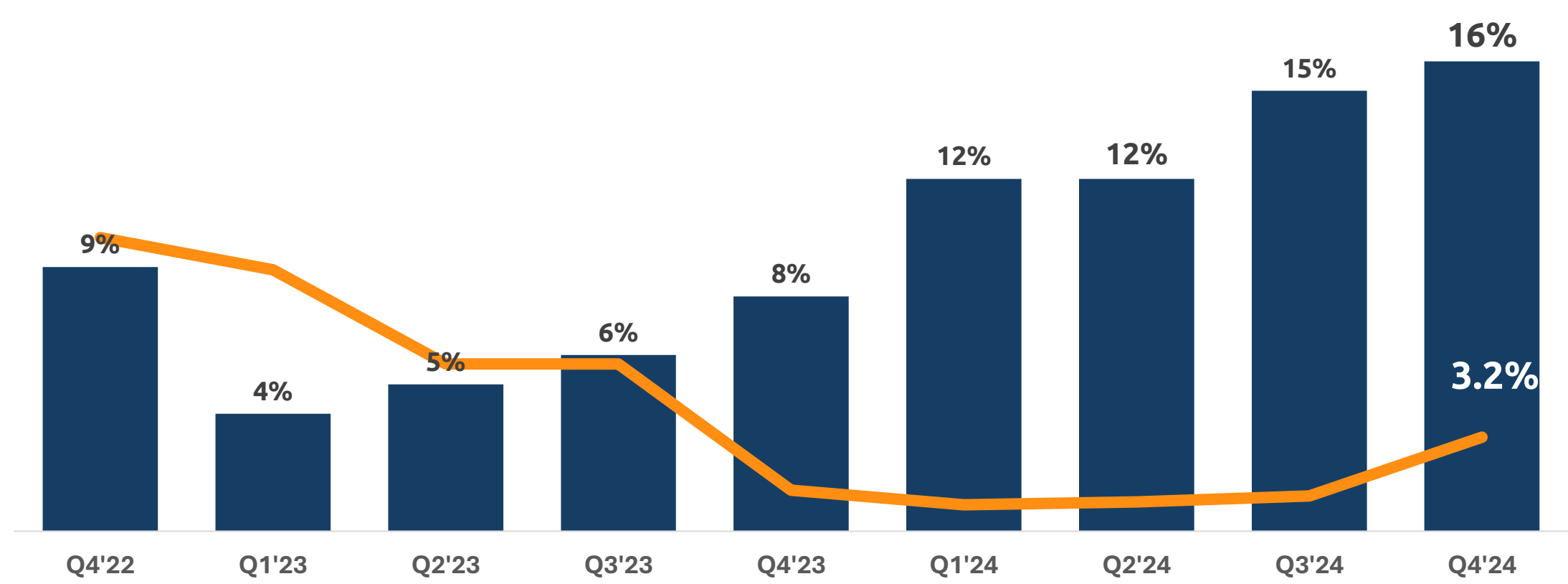


The 3-year CAGR for Total Technology Partners stands at 11% compared to 6% CAGR for IT Services companies.

Microsoft recently revised its segment classifications. Productivity and Business Processes is Included in Apps, and Intelligent Cloud in Cloud. In the report were growth rates of Cloud and Apps categories are mentioned this excluded, Microsoft, to avoid the distortion due to change classification.

Year-over-Year Quarterly Growth Comparison: Technology Partners vs Top 20 IT Services

Technology Partners achieved +16% YoY growth in Q4'24, with the Top 20 IT Services companies recorded early signs of recovery with +3.2% YoY Q4'24 growth rate.

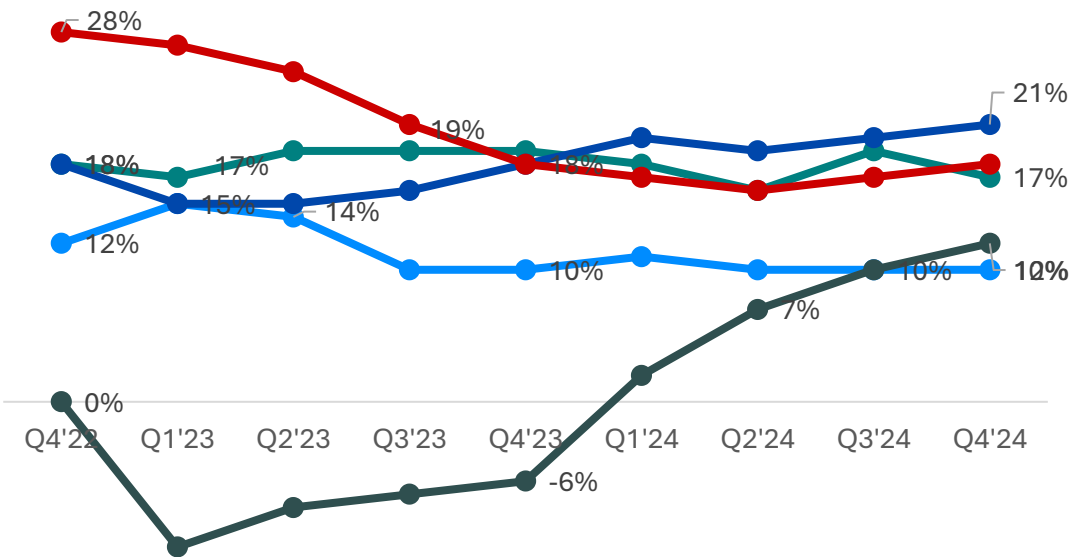
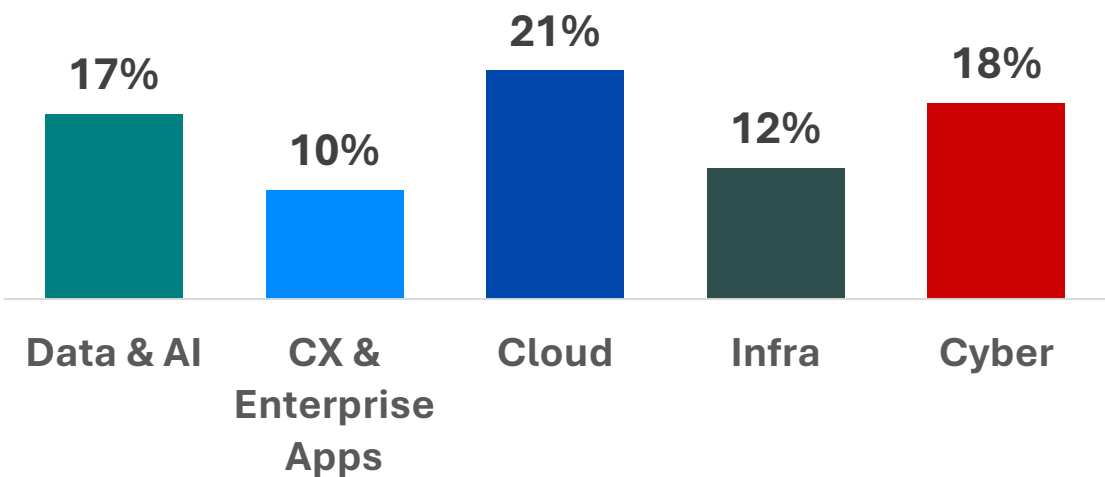



Find the related report: Q4 2024 - Top 20 - IT Services Company Monitor on our website: <https://boschcg.com/reports>

Growth by Category : Cloud, Data, Cyber continue to achieve high Growth rates – Infra has seen remarkable return to growth, driven by AI linked investments

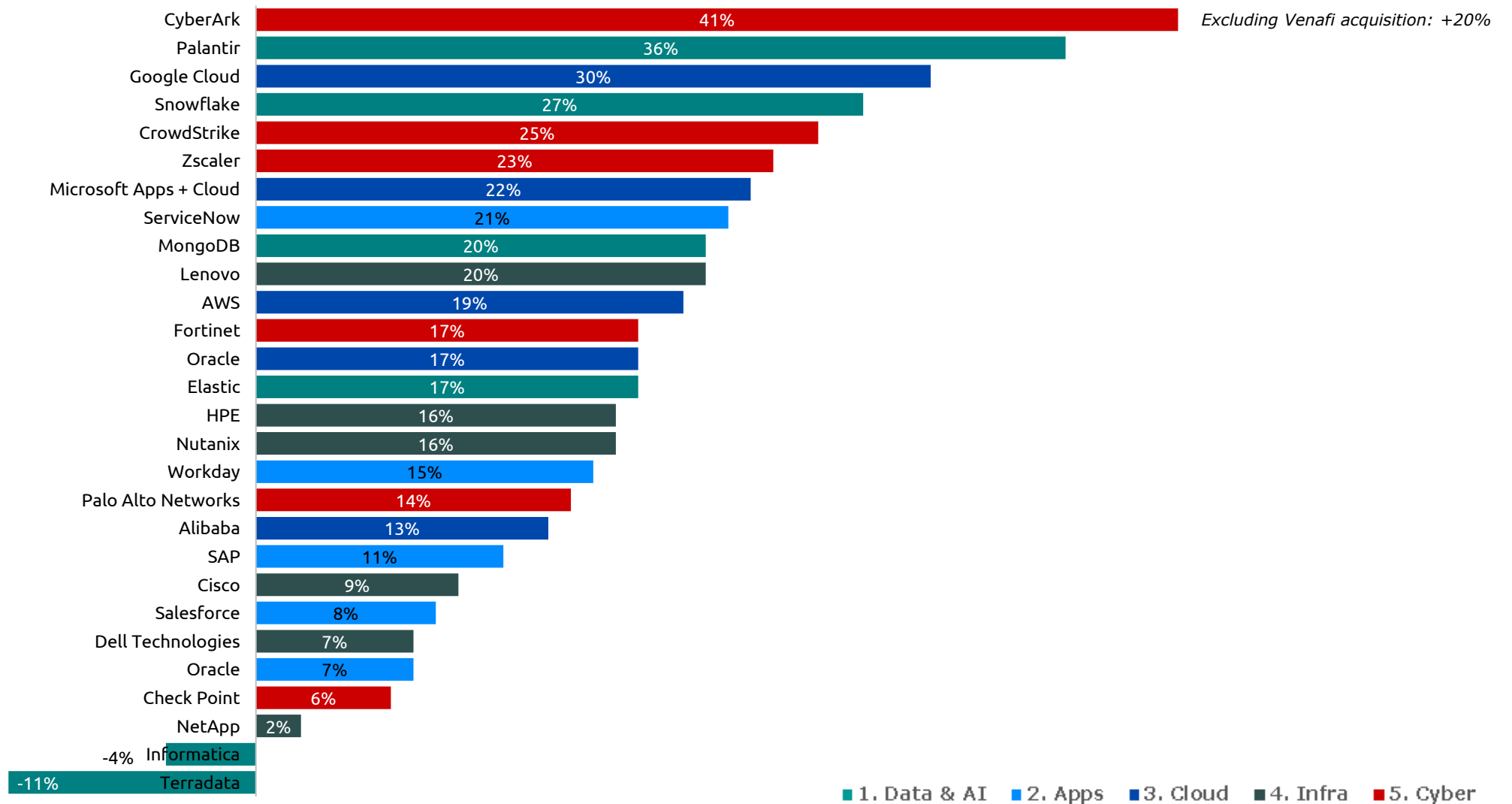
In Q4'24, Cloud, Data, and Cyber categories achieved ~20% YoY growth. Infra showed further improvement, reaching +12% YoY growth, and Apps recorded a 10% growth

Looking at the trend overtime, Infra continued its remarkable upward trend in last quarters, with Cloud achieving highest growth rate, and Apps area achieving lowest growth rate.

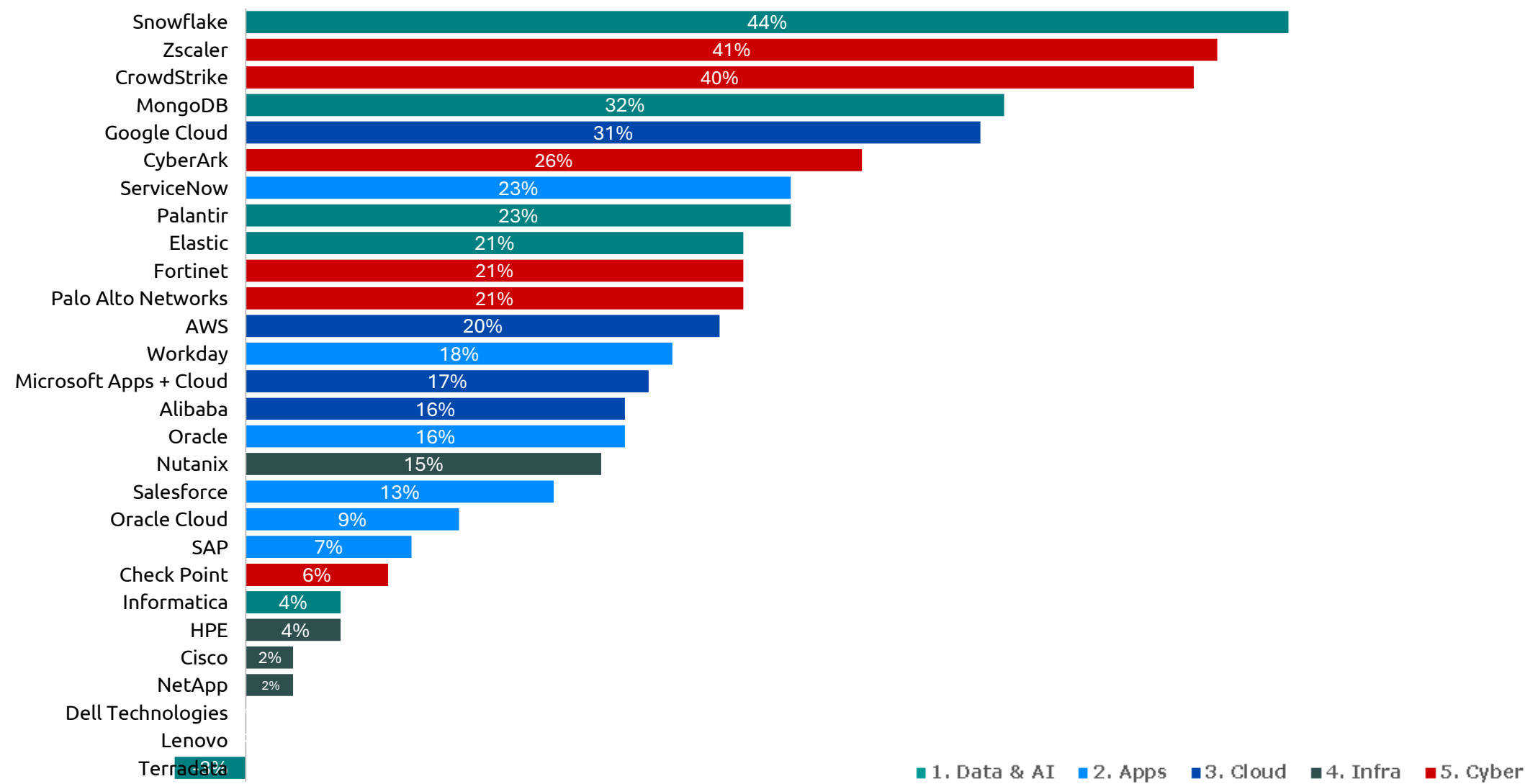


 Microsoft recently revised its segment classifications; to exclude the distortion in trend impact it is excluded from the Cloud and Apps categories.

Q4'24 YoY Growth by Technology Partner CyberArk (+41% / +20% organic*), Palantir (+36%), and GCP (+30%) Lead, while Teradata (-11%), Informatica (-4%) and NetApp(+2%) Trail.



3-Year CAGR by Technology Partner (%) Snowflake (+44%), Zscaler (+41%), and CrowdStrike (+40%) Lead, While Teradata (-3%), Lenovo (0%) and Dell (+0%) Lag Behind.



Growth Rates Summary

Q4'24 YoY Growth and 3-Year CAGR by Technology Partner Category

	Q4'24 YoY Growth%	3Y CAGR%
Data & AI	17%	20%
CX & Enterprise Apps	10%	12%
Cloud	21%	19%
Infra	12%	0.3%
Cyber	18%	23%
Total IT Services Partners	16%	11%
<i>Top 20 IT Services companies</i>	<i>3.2%</i>	<i>6%</i>

Reach Out to Share Your Perspectives or Explore Collaboration



Top 20 Global IT Services companies Q4 2024 : Technology Partners Performance

*Find the related report: **Q4 2024 - Top 20 - IT Services Company Monitor** and other publications on our website:*

<https://boschcg.com/reports>

At Bosch CG, we support Australian IT services and Technology Partner companies through growth transitions, prepare owners for successful exits, and advise buyers on effective acquisition integration.

Feel free to connect and discuss IT services trends. Reach me at **Gerben@BoschCG.com**.

