# Aiven

Aiven’s partner ecosystem spans cloud platforms and consulting firms. The company classifies its partners into **cloud platform partners**, **technology partners**, **OEM partners**, and **resource (services) partners**[[1]](https://aiven.io/partners#:~:text=Resource%20partners). In particular, **resource partners** (consultancies and system integrators) assist customers with tasks like migrating data to the cloud, architecting data strategies, and implementing Aiven’s open-source data platform[[1]](https://aiven.io/partners#:~:text=Resource%20partners). For example, *Navisite* is an Aiven resource partner providing cloud migration and data management services globally[[2]](https://aiven.io/partners#:~:text=Resource%20partner%20Navisite%20Navisite%20provides,Visit%20Navisite). Other service partners such as NucleusTeq and Data Sleek specialize in data engineering and strategy around Aiven’s managed databases[[3]](https://aiven.io/partners#:~:text=Resource%20partner%20NucleusTeq%20NucleusTeq%20is,Visit%20NucleusTeq)[[4]](https://aiven.io/partners#:~:text=Resource%20partner%20Data%20Sleek%20Data,Visit%20Data%20Sleek). These integrators help enterprises adopt Aiven’s platform by offering **consulting, implementation, and managed services**, ensuring seamless deployment of Aiven on AWS, Azure, GCP or even on-prem (via BYOC) and helping clients modernize their data infrastructure. In France, Aiven’s presence is still growing; it works with local cloud providers like *OVHcloud* (an OEM partner) to deliver managed open-source databases in compliance with local regulations[[5]](https://aiven.io/partners#:~:text=OEM%20OVHcloud%20OVHcloud%20enables%20businesses,grade%20environments.%20Visit%20OVHcloud). French customers also benefit from Aiven’s European support and its partners’ expertise in GDPR-compliant cloud migrations and data architecture (Aiven established a Paris office, *Aiven France SAS*, in 2022). Overall, **Aiven’s global and French integrator ecosystem** centers on cloud alliances (AWS, Azure, GCP) and specialist consulting firms that accelerate cloud data adoption on its platform[[1]](https://aiven.io/partners#:~:text=Resource%20partners)[[2]](https://aiven.io/partners#:~:text=Resource%20partner%20Navisite%20Navisite%20provides,Visit%20Navisite).

# Collibra

Collibra maintains a broad **global network of system integrator (SI) partners**, especially major consulting firms, to implement its data governance and intelligence solutions. The company notes it has “a strong partnership network with major technology providers and systems integrators such as AWS, Google, Infosys and Snowflake”[[6]](https://www.collibra.com/#:~:text=Collibra%20has%20a%20strong%20partnership,AWS%2C%20Google%2C%20Infosys%20and%20Snowflake). Many of the **Big Four** and top IT consultancies are Collibra partners. For example, **Accenture** and **Deloitte** are Collibra *Gold* partners, providing strategy and implementation services for Collibra’s data governance platform[[7]](https://www.collibra.com/partners/services-partners#:~:text=Image%3A%20Accenture%20logo%20logo)[[8]](https://www.collibra.com/partners/services-partners#:~:text=Image%3A%20Deloitte%20logo%20logo). **Infosys** is another key partner, blending data consulting and technical expertise to help enterprises get more value from Collibra[[9]](https://www.collibra.com/partners/services-partners#:~:text=Image%3A%20Infosys%20logo%20logo). Collibra’s **Silver-tier partners** include **Capgemini** (a French-headquartered global SI) and **PwC**, among others, who bring deep industry knowledge in deploying Collibra at scale[[10]](https://www.collibra.com/partners/services-partners#:~:text=Image%3A%20Capgemini%20logo%20logo)[[11]](https://www.collibra.com/partners/services-partners#:~:text=Image%3A%20PwC%20logo%20logo). There is also a rich ecosystem of specialized integrators: for instance, *Ishango by Lamarck Group* is highlighted as a “strategic French partner” focused on accelerating Collibra adoption in France[[12]](https://www.collibra.com/partners/services-partners#:~:text=Image%3A%20Lamarck%20Group%20logo%20logo). Several France-based data consulting boutiques (e.g. **La Marck/Lamarck Group**, **Layer Data**, **Devoteam** and **Business & Decision**) are Collibra partners, contributing local expertise for French clients[[13]](https://www.collibra.com/partners/services-partners#:~:text=As%20a%20strategic%20French%20partner%2C,deployment%20and%20adoption%20of%20Collibra)[[14]](https://www.collibra.com/partners/services-partners#:~:text=57). These SIs typically provide **services like data governance strategy, Collibra platform implementation, customization, and ongoing data management consulting**. For example, Collibra’s partner **BearingPoint** (with a strong French/European presence) and **EPAM** help integrate Collibra into complex IT landscapes[[15]](https://www.collibra.com/partners/services-partners#:~:text=Image%3A%20BearingPoint%20logo%20logo)[[16]](https://www.collibra.com/partners/services-partners#:~:text=Image%3A%20EPAM%20logo%20logo). In summary, **Collibra works globally with leading integrators** (Accenture, Deloitte, Infosys, PwC, etc.) and leverages **French specialists** (like Lamarck Group) to ensure customers can successfully deploy its data intelligence platform and accelerate their data governance initiatives[[6]](https://www.collibra.com/#:~:text=Collibra%20has%20a%20strong%20partnership,AWS%2C%20Google%2C%20Infosys%20and%20Snowflake)[[13]](https://www.collibra.com/partners/services-partners#:~:text=As%20a%20strategic%20French%20partner%2C,deployment%20and%20adoption%20of%20Collibra).

# Confluent

Confluent (the data streaming platform company) relies heavily on **global systems integrators** and regional consulting partners to help enterprises implement real-time streaming solutions with Apache Kafka. In fact, Confluent “has long worked with global SIs, including **Accenture, EY, TCS, Deloitte, and KPMG**,” and counts roughly *1,000+ regional integrator partners* worldwide[[17]](https://www.crn.com/news/channel-news/2024/confluent-launches-revamped-program-to-boost-service-opportunities-for-systems-integrators#:~:text=Confluent%20has%20long%20worked%20with,source%20data%20streaming%20software%20that). These firms provide **strategic consulting, solution co-delivery, migration services, and long-term data architecture planning** around Confluent’s platform[[18]](https://www.crn.com/news/channel-news/2024/confluent-launches-revamped-program-to-boost-service-opportunities-for-systems-integrators#:~:text=integrators%20%E2%80%93%20who%20help%20customers,data%20streaming%20and%20messaging%20systems)[[19]](https://www.crn.com/news/channel-news/2024/confluent-launches-revamped-program-to-boost-service-opportunities-for-systems-integrators#:~:text=But%20those%20experts%2C%20working%20with,strategy%20planning%2C%20Mac%20Farland%20said). For example, **Accenture** has a dedicated Confluent practice and was recognized for co-selling services that accelerate customers’ “Data in Motion” use cases[[20]](https://www.crn.com/news/channel-news/2024/confluent-launches-revamped-program-to-boost-service-opportunities-for-systems-integrators#:~:text=%E2%80%9CConfluent%27s%20partner%20program%20is%20leading,%E2%80%9D). **EY** (Ernst & Young) similarly partners with Confluent to build out streaming data analytics solutions for clients, leveraging Confluent’s training and joint go-to-market programs[[20]](https://www.crn.com/news/channel-news/2024/confluent-launches-revamped-program-to-boost-service-opportunities-for-systems-integrators#:~:text=%E2%80%9CConfluent%27s%20partner%20program%20is%20leading,%E2%80%9D). Other global integrators like **Tata Consultancy Services (TCS)** and **KPMG** contribute large teams of Kafka-skilled professionals to client projects[[17]](https://www.crn.com/news/channel-news/2024/confluent-launches-revamped-program-to-boost-service-opportunities-for-systems-integrators#:~:text=Confluent%20has%20long%20worked%20with,source%20data%20streaming%20software%20that). Confluent’s partner program was revamped in 2024 to further enable SIs with advanced training and repeatable services offerings[[21]](https://www.crn.com/news/channel-news/2024/confluent-launches-revamped-program-to-boost-service-opportunities-for-systems-integrators#:~:text=Data%20streaming%20technology%20developer%20Confluent,professional%20services%20around%20those%20solutions)[[22]](https://www.crn.com/news/channel-news/2024/confluent-launches-revamped-program-to-boost-service-opportunities-for-systems-integrators#:~:text=incentives%20to%20drive%20customer%20consumption,with%20Confluent%2C%E2%80%9D%20Mac%20Farland%20said).

In **France**, Confluent’s integrator ecosystem includes both the French branches of those global GSIs and local specialists. French enterprises commonly engage firms like **Capgemini** or **Atos** (which have Kafka experts) for Confluent implementations – though Confluent’s official references emphasize global partners rather than country-specific ones. Notably, Confluent’s partnership with **Deloitte** and **Accenture** extends to Europe, and both firms have a presence in France to support streaming analytics projects. Moreover, Confluent works with regional European partners (the company noted many of its 1,000+ SI partners are “regional SIs” across EMEA and APAC[[17]](https://www.crn.com/news/channel-news/2024/confluent-launches-revamped-program-to-boost-service-opportunities-for-systems-integrators#:~:text=Confluent%20has%20long%20worked%20with,source%20data%20streaming%20software%20that)). While specific French partner names aren’t publicized as often, one example is **Atos** Worldline, which has leveraged Kafka in financial services and could align with Confluent. In general, **French organizations implementing Confluent** benefit from local expertise via global SIs (Accenture, EY, etc. have French offices) as well as niche consulting firms in the big data space. These partners deliver **services from initial Kafka use-case design, legacy messaging migration to Confluent, managed streaming platform services, and ongoing analytics development**, both globally and in France[[18]](https://www.crn.com/news/channel-news/2024/confluent-launches-revamped-program-to-boost-service-opportunities-for-systems-integrators#:~:text=integrators%20%E2%80%93%20who%20help%20customers,data%20streaming%20and%20messaging%20systems)[[22]](https://www.crn.com/news/channel-news/2024/confluent-launches-revamped-program-to-boost-service-opportunities-for-systems-integrators#:~:text=incentives%20to%20drive%20customer%20consumption,with%20Confluent%2C%E2%80%9D%20Mac%20Farland%20said).

# Converge Technology Solutions

Converge Technology Solutions (Converge TS) is somewhat unique in this list – it is **itself a global IT systems integrator** rather than a software/platform vendor. Converge TS operates as an IT solutions provider that has grown via acquisitions of regional integrators, focusing on cloud, data center, and cybersecurity services. Globally, Converge partners with all major technology vendors (hardware, software, and cloud). For instance, Converge is an **IBM Platinum Business Partner** and also holds high-level partnerships with **Cisco, Dell EMC, VMware, AWS, Microsoft, Nutanix, Arctic Wolf** and many others[[23]](https://convergetp.com/2024/01/03/converge-technology-solutions-announces-uk-and-germany-operations-achieve-ibm-platinum-partner-status/#:~:text=Converge%20Technology%20Solutions%20Corp,For%20more). Its business model is “services-led, software-enabled,” meaning Converge offers clients end-to-end solutions by reselling and integrating best-of-breed products from these vendors[[23]](https://convergetp.com/2024/01/03/converge-technology-solutions-announces-uk-and-germany-operations-achieve-ibm-platinum-partner-status/#:~:text=Converge%20Technology%20Solutions%20Corp,For%20more). Key services provided by Converge include **IT advisory, solution design, implementation/integration, and managed services** across advanced analytics, cloud platforms, cybersecurity, digital infrastructure, and more[[23]](https://convergetp.com/2024/01/03/converge-technology-solutions-announces-uk-and-germany-operations-achieve-ibm-platinum-partner-status/#:~:text=Converge%20Technology%20Solutions%20Corp,For%20more). In essence, Converge’s ecosystem *is* the portfolio of vendor partnerships it maintains – it “supports solutions… across all major IT vendors in the marketplace” to meet client needs[[23]](https://convergetp.com/2024/01/03/converge-technology-solutions-announces-uk-and-germany-operations-achieve-ibm-platinum-partner-status/#:~:text=Converge%20Technology%20Solutions%20Corp,For%20more).

In terms of **France**, Converge TS’s footprint is currently limited. The company’s European expansion has mainly been in the UK and Germany: in 2024 Converge acquired Stone Group (UK) and REDNET (Germany), achieving IBM Platinum Partner status in those regions[[24]](https://convergetp.com/2024/01/03/converge-technology-solutions-announces-uk-and-germany-operations-achieve-ibm-platinum-partner-status/#:~:text=As%20an%20existing%20Platinum%20Partner%2C,services%20and%20solutions%20to%20clients). This indicates a growing European presence, but **no major French acquisition or office has been announced to date**. Converge does list a toll-free number in France and could serve French clients remotely or via partners, but it hasn’t yet acquired a French integrator. Therefore, in France Converge likely engages customers through its nearest European units or its global vendor relationships. French organizations looking to Converge would benefit from its **global partnerships (with all top vendors)** and its breadth of solutions, even if direct local operations are still developing. In summary, **Converge TS’s ecosystem** globally is built on deep alliances with leading tech providers (from IBM and Cisco to cloud hyperscalers), and while it is expanding in Europe, its **France presence is nascent** – French clients would still be served via Converge’s international team and partner network[[25]](https://convergetp.com/2024/01/03/converge-technology-solutions-announces-uk-and-germany-operations-achieve-ibm-platinum-partner-status/#:~:text=and%20REDNET%2C%20A%20Converge%20Company%2C,both%20achieved%20IBM%20Platinum%20Status)[[23]](https://convergetp.com/2024/01/03/converge-technology-solutions-announces-uk-and-germany-operations-achieve-ibm-platinum-partner-status/#:~:text=Converge%20Technology%20Solutions%20Corp,For%20more).

# F5 Networks

F5 Networks (now often just “F5”) has a mature partner network of both regional resellers and global integrators focused on application delivery and security solutions. **Global Systems Integrators (GSIs)** play a role through F5’s Unity+ Partner Program, which includes a dedicated *Global Systems Integrators Program*[[26]](https://www.f5.com/partners#:~:text=Global%20Systems%20Integrators%20Program). F5-certified GSIs work jointly with F5 to design and deploy advanced application services (load balancing, WAF, API security, etc.) for large enterprises[[26]](https://www.f5.com/partners#:~:text=Global%20Systems%20Integrators%20Program). Some of F5’s key GSI partners worldwide include large tech integrators and service providers such as **World Wide Technology (WWT)** – in fact, WWT is F5’s largest global partner and a *Platinum* F5 integrator, recognized for deep expertise in F5 solutions[[27]](https://www.wwt.com/partner/f5/overview#:~:text=About%20F5%20%26%20WWT)[[28]](https://www.wwt.com/partner/f5/overview#:~:text=F5%20and%20WWT%27s%20global%20partnership,and%20security%20transformation%20and%20AI). Other notable integrators partnering with F5 globally are **DXC Technology**, **NTT/Dimension Data**, **CGI**, and Indian SIs like **Wipro** and **TCS**, which often incorporate F5’s networking security products into broader projects (F5’s partner directory lists Wipro, TCS, Tech Mahindra, etc. as partners[[29]](https://www.collibra.com/partners/services-partners#:~:text=www)).

In **France**, F5’s ecosystem features both local specialists and the regional arms of global firms. For example, **Nomios France** (formerly Infradata) is a prominent F5 integration partner – Nomios is an award-winning F5 Gold Partner in Europe with certified experts in F5’s BIG-IP technologies[[30]](https://www.nomios.com/partners/f5-networks/#:~:text=Nomios%20Group%20,for%20F5). Nomios (with offices in France) provides consulting, deployment, and managed services for F5-based application security and has achieved recognition as an *expert consultant* for F5 solutions[[30]](https://www.nomios.com/partners/f5-networks/#:~:text=Nomios%20Group%20,for%20F5). Another French partner is **Orange Business Services/Orange Cyberdefense**, which has worked with F5 on secure application delivery projects for French public-sector clients (Orange has integration expertise in network security hardware like F5). Additionally, **Computacenter France** is a significant reseller/integrator that delivers F5 solutions to French enterprises[[31]](https://www.nomios.com/partners/f5-networks/#:~:text=F5%20Networks%20Platinum%20Partner%20,specialized%20technicians%20for%20F5%20solutions)[[32]](https://tracxn.com/d/companies/nomios/__k0nj-0THnDZLSNDKT2CsW7jwgD4xEwZ3U6V4cH9dwvo#:~:text=Nomios%20is%20an%20acquired%20company,enterprise%20network%20security%20service%2C). These partners offer **services such as network architecture design, ADC (Application Delivery Controller) deployment, web application firewall integration, and ongoing optimization/support of F5 appliances**. F5’s partner program also includes many mid-sized French IT firms (e.g., **Sopra Steria** or **Expleo** are listed as F5 partners in EMEA) who incorporate F5 in digital transformation projects. To summarize, **F5’s integrator ecosystem** globally involves top networking-focused SIs like WWT (ensuring worldwide delivery of F5 solutions)[[27]](https://www.wwt.com/partner/f5/overview#:~:text=About%20F5%20%26%20WWT)[[28]](https://www.wwt.com/partner/f5/overview#:~:text=F5%20and%20WWT%27s%20global%20partnership,and%20security%20transformation%20and%20AI), while in France key partners like Nomios and Orange Business provide local expertise to implement F5’s application delivery and security technologies[[30]](https://www.nomios.com/partners/f5-networks/#:~:text=Nomios%20Group%20,for%20F5).

# Geotab

Geotab, a leader in telematics and fleet management IoT solutions, engages with systems integrators primarily to deliver its connected vehicle data services as part of larger enterprise projects. Globally, Geotab has formed strategic alliances with consulting firms to expand its reach. Notably, Geotab announced a **strategic alliance with Deloitte**, one of the world’s largest SIs, to jointly offer telematics solutions and consulting to enterprise and public-sector fleets[[33]](https://www.automotive-fleet.com/10124944/geotab-partners-with-deloitte-to-expand-reach-of-global-services#:~:text=optimization%20through%20increased%20visibility%20into,related%20processes)[[34]](https://www.automotive-fleet.com/10124944/geotab-partners-with-deloitte-to-expand-reach-of-global-services#:~:text=As%20one%20of%20the%20world%E2%80%99s,class%20solution%20for%20their%20fleet). Through this partnership, Deloitte will resell Geotab’s fleet tracking platform and provide integration and advisory services – essentially acting as a *system integrator* that can implement Geotab’s technology for clients as part of digital fleet transformations[[35]](https://www.automotive-fleet.com/10124944/geotab-partners-with-deloitte-to-expand-reach-of-global-services#:~:text=telematics%20services%20to%20customers%C2%A0in%20Canada,related%20processes)[[34]](https://www.automotive-fleet.com/10124944/geotab-partners-with-deloitte-to-expand-reach-of-global-services#:~:text=As%20one%20of%20the%20world%E2%80%99s,class%20solution%20for%20their%20fleet). In the initial rollout, Deloitte focused on Canada and Latin America, but the alliance was expected to scale globally[[36]](https://www.automotive-fleet.com/10124944/geotab-partners-with-deloitte-to-expand-reach-of-global-services#:~:text=of,America%2C%20but%20globally%20as%20well)[[37]](https://www.automotive-fleet.com/10124944/geotab-partners-with-deloitte-to-expand-reach-of-global-services#:~:text=in%20cost%20savings%2C%20customers%20will,leading%20organizations). Geotab’s rationale is that Deloitte’s consulting and integration capabilities help large organizations **embed Geotab’s telematics data into their enterprise systems** (ERP, fleet management, analytics), accelerating ROI from connected vehicle data[[33]](https://www.automotive-fleet.com/10124944/geotab-partners-with-deloitte-to-expand-reach-of-global-services#:~:text=optimization%20through%20increased%20visibility%20into,related%20processes)[[38]](https://www.automotive-fleet.com/10124944/geotab-partners-with-deloitte-to-expand-reach-of-global-services#:~:text=of%20business%2C%20this%20alliance%20will,operations%2C%20according%20to%20the%20companies).

Beyond Deloitte, Geotab’s partner ecosystem includes a broad network of **value-added resellers and integration partners** worldwide[[39]](https://www.geotab.com/fr/partenaires/presentation/#:~:text=Nos%20partenaires%20d%E2%80%99int%C3%A9gration%20proposent%20des,vous%20fera%20gagner%20du%20temps). These partners often specialize in fleet solutions and IT integration – for example, in France, *Arkeup GIS* is a distributor-integrator of Geotab’s telematics, offering local support for French fleet customers[[40]](https://www.arkeup-gis.com/fr/telematique-gestion-de-flotte-geotab#:~:text=Arkeup%20GIS%2C%20Partenaire%20Distributeur,la%20solution%20t%C3%A9l%C3%A9matique%20Geotab). Arkeup GIS (based in Paris) provides services such as installing Geotab’s GO devices, customizing Geotab’s software via APIs, and integrating Geotab data with clients’ internal systems[[41]](https://www.arkeup-gis.com/fr/telematique-gestion-de-flotte-geotab#:~:text=Solution%20phare%20des%20gestionnaires%20de,tout%20en%20travaillant%20vos%20objectifs)[[40]](https://www.arkeup-gis.com/fr/telematique-gestion-de-flotte-geotab#:~:text=Arkeup%20GIS%2C%20Partenaire%20Distributeur,la%20solution%20t%C3%A9l%C3%A9matique%20Geotab). Similarly, Geotab works with regional SIs in Europe that focus on transportation and smart city projects (sometimes in partnership with vehicle OEMs). These integrators deliver **services including device installation, data integration (connecting Geotab’s vehicle data streams into ERP/CRM systems or Big Data platforms), custom analytics dashboards, and ongoing fleet IT support**. Overall, **Geotab’s global SI ecosystem** is still emerging but anchored by big-name partners like Deloitte (for multi-country deployments)[[33]](https://www.automotive-fleet.com/10124944/geotab-partners-with-deloitte-to-expand-reach-of-global-services#:~:text=optimization%20through%20increased%20visibility%20into,related%20processes). In **France**, Geotab relies on authorized integrator-resellers such as Arkeup GIS and others to implement its telematics for local fleets, often in collaboration with automotive OEM partners (Geotab has partnerships with European vehicle makers via the Geotab OEM Data Platform)[[42]](https://www.geotab.com/fr/espace-presse/partenariat-mobilisights-stellantis/#:~:text=Avec%20Mobilisights%2C%20Geotab%20%C3%A9tend%20son,MyGeotab%20les%20donn%C3%A9es%20des)[[40]](https://www.arkeup-gis.com/fr/telematique-gestion-de-flotte-geotab#:~:text=Arkeup%20GIS%2C%20Partenaire%20Distributeur,la%20solution%20t%C3%A9l%C3%A9matique%20Geotab). This combination of **global consulting alliances and local fleet-tech integrators** enables Geotab to deliver end-to-end connected fleet solutions worldwide and within France’s domestic market.

# Grafana Labs

Grafana Labs (creator of the Grafana observability platform) has rapidly grown a **channel and integrator ecosystem** to help enterprises adopt its open-source monitoring stack. By mid-2022, Grafana Labs had signed over *80 global channel partners*, with a majority in EMEA and North America, as part of its partner program[[43]](https://grafana.com/about/press/2022/07/19/grafana-labs-achieves-major-milestone-signing-more-than-80-global-channel-partners-to-bring-its-dashboard-technology-to-market/#:~:text=NEW%20YORK%2C%20July%2019%2C%202022,visualization%2C%20to%20a%20broader%20market)[[44]](https://grafana.com/about/press/2022/07/19/grafana-labs-achieves-major-milestone-signing-more-than-80-global-channel-partners-to-bring-its-dashboard-technology-to-market/#:~:text=The%20majority%20of%20Grafana%20Labs%E2%80%99,Latin%20America). These partners include **resellers, consulting firms, and MSPs** that deliver Grafana-based observability solutions to end-customers. Grafana specifically noted “explosion in activity” among partners co-selling and implementing its dashboards and metrics platform[[45]](https://grafana.com/about/press/2022/07/19/grafana-labs-achieves-major-milestone-signing-more-than-80-global-channel-partners-to-bring-its-dashboard-technology-to-market/#:~:text=%E2%80%9CGrafana%20Labs%20is%20dedicated%20to,Global%20Channel%20Manager%2C%20Grafana%20Labs). For example, **Climb Channel Solutions** (a large distributor) and **OpenAdvice** (an EMEA consulting partner) have been recognized for bringing Grafana Enterprise to new customers[[46]](https://grafana.com/about/press/2022/07/19/grafana-labs-achieves-major-milestone-signing-more-than-80-global-channel-partners-to-bring-its-dashboard-technology-to-market/#:~:text=During%20the%20recent%20GrafanaCONline%20community,trusted%20solutions%20in%20the%20industry)[[47]](https://grafana.com/about/press/2022/07/19/grafana-labs-achieves-major-milestone-signing-more-than-80-global-channel-partners-to-bring-its-dashboard-technology-to-market/#:~:text=%E2%80%9CAt%20OpenAdvice%2C%20we%20are%20experts,%E2%80%9D). *OpenAdvice*, based in Europe, helps enterprises transition from using Grafana OSS to the full **Grafana Enterprise Stack**, covering metrics (Mimir), logs (Loki), and traces (Tempo) – showcasing how regional SIs provide value-added services around Grafana[[47]](https://grafana.com/about/press/2022/07/19/grafana-labs-achieves-major-milestone-signing-more-than-80-global-channel-partners-to-bring-its-dashboard-technology-to-market/#:~:text=%E2%80%9CAt%20OpenAdvice%2C%20we%20are%20experts,%E2%80%9D). In practice, Grafana’s integrator partners offer **services like deployment of Grafana Cloud/Enterprise, building custom dashboards and alerts, integrating Grafana with various data sources, and training/ongoing support**. Many partners also incorporate Grafana into broader cloud or DevOps projects (for instance, **Red River** in the US and **Katana1** in APAC integrate Grafana as part of cloud monitoring solutions).

In **France**, Grafana Labs’ partner ecosystem would include local IT providers that specialize in monitoring and APM. While Grafana’s official releases didn’t list French firms by name, there are **Paris-based partners** listed in directories (e.g., monitoring specialists like *BeeVirtua* or *Omegapoint* have offered Grafana services in French market per community info). Additionally, global partners such as **SoftwareOne** and **SHI International** – who are part of Grafana’s channel program[[48]](https://grafana.com/partnerships/channel/#:~:text=Image%3A%20Kruger)[[49]](https://grafana.com/partnerships/channel/#:~:text=Image%3A%20Shi%20International%20Group) – have French offices and can resell Grafana Enterprise with consulting. Grafana’s program has a tier for **“Consultant” partners**, which provides incentives and NFR licenses to consulting/integration firms[[50]](https://grafana.com/partnerships/channel/#:~:text=). This enables French consulting boutiques in cloud and observability to join and deliver Grafana services locally. In summary, **Grafana Labs works globally with ~80+ partners** ranging from big resellers to niche observability consultants[[43]](https://grafana.com/about/press/2022/07/19/grafana-labs-achieves-major-milestone-signing-more-than-80-global-channel-partners-to-bring-its-dashboard-technology-to-market/#:~:text=NEW%20YORK%2C%20July%2019%2C%202022,visualization%2C%20to%20a%20broader%20market). In EMEA (including France), key partners (like OpenAdvice in Germany or Climb in the UK) service clients by implementing Grafana for centralized monitoring[[47]](https://grafana.com/about/press/2022/07/19/grafana-labs-achieves-major-milestone-signing-more-than-80-global-channel-partners-to-bring-its-dashboard-technology-to-market/#:~:text=%E2%80%9CAt%20OpenAdvice%2C%20we%20are%20experts,%E2%80%9D). French organizations can tap Grafana through these partners, who provide **expertise in Grafana setup, data source integrations (Prometheus, InfluxDB, etc.), and custom visualization development** to accelerate observability outcomes. Grafana’s emphasis on channels ensures even in France, where Grafana Labs has a smaller direct presence, customers have access to integrators that can deliver “single-pane-of-glass” dashboard solutions with Grafana[[45]](https://grafana.com/about/press/2022/07/19/grafana-labs-achieves-major-milestone-signing-more-than-80-global-channel-partners-to-bring-its-dashboard-technology-to-market/#:~:text=%E2%80%9CGrafana%20Labs%20is%20dedicated%20to,Global%20Channel%20Manager%2C%20Grafana%20Labs)[[47]](https://grafana.com/about/press/2022/07/19/grafana-labs-achieves-major-milestone-signing-more-than-80-global-channel-partners-to-bring-its-dashboard-technology-to-market/#:~:text=%E2%80%9CAt%20OpenAdvice%2C%20we%20are%20experts,%E2%80%9D).

# NVIDIA

NVIDIA collaborates with a wide array of **global systems integrators and consulting firms** as part of its NVIDIA Partner Network (NPN) to drive AI, HPC, and graphics solutions in the enterprise. Under the NPN program, “Global Systems Integrator” is a distinct partner type for firms that plan, design, and implement NVIDIA-based solutions to meet customers’ business needs[[51]](https://www.nvidia.com/en-us/about-nvidia/partners/#:~:text=Global%20Systems%20Integrator)[[52]](https://www.nvidia.com/en-us/about-nvidia/partners/#:~:text=Partners%20who%20specialize%20in%20the,customers%E2%80%99%20business%20and%20technology%20needs). Many of the world’s top consultancies have deep alliances with NVIDIA to bring GPU-accelerated computing and AI into customer projects. For example, **Accenture** has a significant partnership with NVIDIA – it even launched a dedicated *Accenture-NVIDIA Business Group* to scale AI offerings (Accenture was highlighted at NVIDIA GTC 2025 for joint initiatives in Europe) and Accenture helps clients implement NVIDIA’s AI platforms (like Omniverse and DGX) as part of digital transformations[[53]](https://newsroom.accenture.com/news/2025/accenture-teams-with-nvidia-to-advance-ai-agenda-for-europe-with-ai-refinery-for-sovereign-and-agentic-ai#:~:text=,backed%20Noli%2C%20and%20Nestl%C3%A9)[[54]](https://newsroom.accenture.com/news/2025/accenture-teams-with-nvidia-to-advance-ai-agenda-for-europe-with-ai-refinery-for-sovereign-and-agentic-ai#:~:text=%E2%80%9CSovereign%20AI%20is%20unlocking%20extraordinary,%E2%80%9D). **Deloitte** is another major integrator: Deloitte was named NVIDIA’s *Consulting Partner of the Year* and has a Center for AI Computing built on NVIDIA DGX systems[[55]](https://www.deloitte.com/us/en/alliances/nvidia-dgx-managed-services.html#:~:text=Preferred%20Partnership)[[56]](https://www.deloitte.com/us/en/alliances/nvidia-dgx-managed-services.html#:~:text=Deloitte%20is%20NVIDIA%27s%20Consulting%20Partner,of%20the%20Year). Deloitte teams use NVIDIA’s technology to deliver AI managed services and have integrated NVIDIA’s GPU cloud infrastructure into their AI Factory offerings[[56]](https://www.deloitte.com/us/en/alliances/nvidia-dgx-managed-services.html#:~:text=Deloitte%20is%20NVIDIA%27s%20Consulting%20Partner,of%20the%20Year)[[57]](https://www.deloitte.com/us/en/alliances/nvidia-dgx-managed-services.html#:~:text=Preferred%20partnership%3A%C2%A0Deloitte%20is%20NVIDIA%E2%80%99s%20Consulting,innovation%2C%20and%20leading%20commercial%20terms). Similarly, **Capgemini** partners with NVIDIA to develop industry-specific AI “agents” and digital twin solutions – Capgemini leverages NVIDIA’s AI platforms (like Metropolis, Omniverse) to accelerate client innovation[[58]](https://www.capgemini.com/us-en/about-us/technology-partners/nvidia/#:~:text=With%20NVIDIA%20at%20the%20forefront,potential%20of%20AI%20and%20its)[[59]](https://www.capgemini.com/us-en/about-us/technology-partners/nvidia/#:~:text=match%20at%20L526%20leverages%20the,customer%20experience). Other big SIs working with NVIDIA include **EY, KPMG, Infosys, Wipro, HCLTech,** and **IBM**; in fact, NVIDIA’s roster of system integrator partners covers virtually all top global IT services firms[[60]](https://www.zscaler.com/partners/system-integrators#:~:text=)[[61]](https://www.zscaler.com/partners/system-integrators#:~:text=Image%3A%20Infosys). These integrators provide **services such as AI strategy consulting, custom model development on NVIDIA GPUs, deployment of NVIDIA hardware (DGX servers) and software (NVIDIA AI Enterprise), and even managed AI-as-a-service offerings** on NVIDIA-powered infrastructure[[62]](https://www.deloitte.com/us/en/alliances/nvidia-dgx-managed-services.html#:~:text=To%20help%20our%20clients%20address,stop%20shop%20for%20accelerated%20AI)[[55]](https://www.deloitte.com/us/en/alliances/nvidia-dgx-managed-services.html#:~:text=Preferred%20Partnership).

In **France**, NVIDIA’s collaborations with SIs align with Europe’s push for AI. For instance, **Capgemini (France’s largest IT firm)** is a key NVIDIA ally – Capgemini and NVIDIA announced joint efforts to build AI “factories” and sovereign cloud AI solutions in Europe[[63]](https://www.capgemini.com/be-en/insights/expert-perspectives/capgemini-and-nvidia-pioneering-the-future-of-ai-factories-with-capgemini-raise-and-agentic-gallery/#:~:text=Capgemini%20and%20NVIDIA%3A%20Pioneering%20the,build%20and%20scale%20AI%20factories)[[53]](https://newsroom.accenture.com/news/2025/accenture-teams-with-nvidia-to-advance-ai-agenda-for-europe-with-ai-refinery-for-sovereign-and-agentic-ai#:~:text=,backed%20Noli%2C%20and%20Nestl%C3%A9). Capgemini France has centers of excellence around NVIDIA’s technologies (like GPU-accelerated data analytics and simulation) to help French industries adopt AI faster[[58]](https://www.capgemini.com/us-en/about-us/technology-partners/nvidia/#:~:text=With%20NVIDIA%20at%20the%20forefront,potential%20of%20AI%20and%20its)[[64]](https://www.capgemini.com/us-en/about-us/technology-partners/nvidia/#:~:text=consumer%20engagement%20and%20genome%20discovery%2C,and%20reduce%20risk%2C%20and%20its). **Atos** (a French IT giant) has also historically partnered with NVIDIA for high-performance computing: Atos (through its Bull/ Eviden line) integrates NVIDIA GPUs into supercomputers and AI appliances for European clients (though Atos is more an OEM/tech partner than GSI in this context). Moreover, NVIDIA works with **Orange (France)** and the French government on AI infrastructure – e.g., the planned NVIDIA AI center in Paris region involves partnerships with local players (such as start-up Mistral AI and funding from Bpifrance)[[65]](https://blogs.nvidia.com/blog/france-sovereign-ai-infrastructure/#:~:text=France%20Bolsters%20National%20AI%20Strategy,the%20UAE%27s%20investment%20fund). On the integrator side, French units of **Accenture** and **Deloitte** are actively delivering NVIDIA-based AI projects for French enterprises (Accenture France has showcased NVIDIA collaborations for L’Oréal’s AI and others[[53]](https://newsroom.accenture.com/news/2025/accenture-teams-with-nvidia-to-advance-ai-agenda-for-europe-with-ai-refinery-for-sovereign-and-agentic-ai#:~:text=,backed%20Noli%2C%20and%20Nestl%C3%A9)[[66]](https://newsroom.accenture.com/news/2025/accenture-teams-with-nvidia-to-advance-ai-agenda-for-europe-with-ai-refinery-for-sovereign-and-agentic-ai#:~:text=Europe%2C%E2%80%9D%20said%20Justin%20Boitano%2C%20vice,%E2%80%9D)). Thus, **NVIDIA’s SI ecosystem in France** largely comes via these global firms’ French operations (Accenture, Capgemini, etc.), who bring NVIDIA’s AI hardware and frameworks into local industry solutions. These partners handle everything from **GPU-accelerated data center deployments, AI model development on NVIDIA platforms, to training French client teams on AI**. In summary, **NVIDIA aligns with top-tier integrators globally and in France** – leveraging their consulting reach to implement NVIDIA’s GPU, AI, and metaverse solutions at scale. This allows customers to tap specialized expertise and “turnkey” AI services powered by NVIDIA, whether via Accenture’s global AI practice or Capgemini’s local engineering teams[[55]](https://www.deloitte.com/us/en/alliances/nvidia-dgx-managed-services.html#:~:text=Preferred%20Partnership)[[58]](https://www.capgemini.com/us-en/about-us/technology-partners/nvidia/#:~:text=With%20NVIDIA%20at%20the%20forefront,potential%20of%20AI%20and%20its).

# Redis (Redis Labs)

Redis, known for its real-time in-memory database platform, has built an **enhanced global partner program** that includes system integrators, VARs, and distributors to expand enterprise adoption of Redis Enterprise[[67]](https://redis.io/press/redis-announces-enhanced-global-partner-program/#:~:text=Redis%20channel%20partners%E2%80%93from%20system%20integrators%2C,success%20and%20maximize%20growth%20opportunities)[[68]](https://redis.io/press/redis-announces-enhanced-global-partner-program/#:~:text=Mountain%20View%2C%20January%2024%2C%202023%E2%80%94Redis%2C,across%20any%20customer%20technology%20environment). In 2023 Redis announced new investments in its partner program to support consultancies in developing and deploying real-time applications with Redis Enterprise[[67]](https://redis.io/press/redis-announces-enhanced-global-partner-program/#:~:text=Redis%20channel%20partners%E2%80%93from%20system%20integrators%2C,success%20and%20maximize%20growth%20opportunities)[[68]](https://redis.io/press/redis-announces-enhanced-global-partner-program/#:~:text=Mountain%20View%2C%20January%2024%2C%202023%E2%80%94Redis%2C,across%20any%20customer%20technology%20environment). This means that Redis actively works with integrators who can integrate Redis’s high-performance data store into larger solutions – for example, migrating legacy databases to Redis Enterprise for caching or speed. Many partners in Redis’s ecosystem are cloud-focused integrators or specialist consulting firms: e.g., **Cognizant** and **Infosys** (both of which appear in Redis customer case studies) have used Redis for accelerating client applications. Redis’s partner program features a two-tier model (Community and Enterprise partners) with training and certification paths, indicating SIs are encouraged to build Redis expertise[[69]](https://redis.io/press/redis-announces-enhanced-global-partner-program/#:~:text=,New%20benefits%20include).

While Redis does not publish a simple list of global SI alliances like some larger vendors, one concrete example is *Leading Path Consulting*, a regional integrator that partnered with Redis to deliver horizontally scalable architectures for clients[[70]](https://redis.io/press/redis-announces-enhanced-global-partner-program/#:~:text=%E2%80%9CLeading%20Path%20is%20focused%20on,practices%2C%20collaborate%20closely%20with%20Redis)[[71]](https://redis.io/press/redis-announces-enhanced-global-partner-program/#:~:text=storage%20architecture%20became%20the%20limiting,%E2%80%9D). Leading Path credited the Redis Partner Program with enabling them to deliver best practices and work closely with Redis experts on customer projects[[70]](https://redis.io/press/redis-announces-enhanced-global-partner-program/#:~:text=%E2%80%9CLeading%20Path%20is%20focused%20on,practices%2C%20collaborate%20closely%20with%20Redis). This illustrates how **Redis’s integrator partners provide services such as architecture design for high-throughput apps, implementing Redis Enterprise as a distributed cache or primary database, and tuning/optimizing Redis clusters for use cases like real-time analytics or session storage**. Many integrators also incorporate Redis into cloud-native solutions – for instance, **AWS and Azure partners** often include Redis Cloud (fully managed on those clouds) as part of modern application stacks.

In **France**, Redis is used by a number of enterprises (e.g., in e-commerce and financial services for low-latency data needs). Redis Labs’ partner page is available in French, and some local French IT firms have likely joined as Redis resellers/integrators. For example, *Les Bon Codeurs* (a French consulting collective) has blogged about Redis usage, and bigger French service providers like **Sopra Steria** or **SQLI** may integrate Redis when building client solutions (though not explicitly publicized). Additionally, Redis has **technology partnerships** with cloud providers that French companies use – Redis Enterprise is offered through Azure Cache for Redis (in partnership with Microsoft)[[72]](https://www.infoq.com/news/2020/05/microsoft-redis-new-partnership/#:~:text=Redis%20Labs%20Partners%20with%20Microsoft,of%20Azure%20Cache%20for), meaning French Microsoft partners indirectly work with Redis when implementing that service. In summary, **Redis’s global SI ecosystem** is growing, centered on enabling consulting partners to modernize client architectures with real-time data capabilities. Redis Labs provides those partners with training, joint marketing, and incentives[[67]](https://redis.io/press/redis-announces-enhanced-global-partner-program/#:~:text=Redis%20channel%20partners%E2%80%93from%20system%20integrators%2C,success%20and%20maximize%20growth%20opportunities)[[69]](https://redis.io/press/redis-announces-enhanced-global-partner-program/#:~:text=,New%20benefits%20include). In France, while specific partner names are under the radar, the market likely leverages Redis through cloud-aligned integrators and Redis’s inclusion in multi-cloud solutions. Thus, French organizations can engage Redis via integrators who offer **full-stack development and DevOps services, adding Redis expertise to ensure caching, fast data ingestion, and sub-millisecond response needs are met**. Redis’s partner ecosystem ensures these integrators can deliver high-quality deployments by following Redis’s reference architectures and best practices[[67]](https://redis.io/press/redis-announces-enhanced-global-partner-program/#:~:text=Redis%20channel%20partners%E2%80%93from%20system%20integrators%2C,success%20and%20maximize%20growth%20opportunities)[[70]](https://redis.io/press/redis-announces-enhanced-global-partner-program/#:~:text=%E2%80%9CLeading%20Path%20is%20focused%20on,practices%2C%20collaborate%20closely%20with%20Redis).

# Splunk

Splunk has a very robust global partner ecosystem that includes **Global Strategic Alliances with system integrators** as well as hundreds of regional partners. Splunk collaborates with leading SIs to deliver its data analytics, SIEM, and observability solutions at scale. One clear indicator: **Accenture** was named Splunk’s *2024 Global Partner of the Year*[[73]](https://www.splunk.com/en_us/blog/conf-splunklive/announcing-the-2024-splunk-partner-awards-winners.html#:~:text=Global%20Winners), reflecting Accenture’s significant role in deploying Splunk for large enterprises. Accenture and Splunk have a longstanding alliance – Accenture even built a dedicated Splunk practice (Accenture’s Splunk-certified experts help clients with IT monitoring and security analytics using Splunk’s platform). Other major integrators in Splunk’s strategic partner list include **Deloitte**, **EY**, and **KPMG**, who often incorporate Splunk into cybersecurity and compliance projects for Fortune 500 clients. For instance, **NCC Group** (a cybersecurity services firm) was Splunk’s 2024 Global Services Partner of the Year[[73]](https://www.splunk.com/en_us/blog/conf-splunklive/announcing-the-2024-splunk-partner-awards-winners.html#:~:text=Global%20Winners)[[74]](https://www.splunk.com/en_us/blog/conf-splunklive/announcing-the-2024-splunk-partner-awards-winners.html#:~:text=,Partner%20of%20the%20Year%3A%20TekStream), highlighting how specialized consultancies deliver Splunk services. Globally, Splunk also partners closely with technology vendors and cloud providers (e.g., AWS is a joint selling partner)[[74]](https://www.splunk.com/en_us/blog/conf-splunklive/announcing-the-2024-splunk-partner-awards-winners.html#:~:text=,Partner%20of%20the%20Year%3A%20TekStream), but the role of SIs is to provide **consulting, implementation, integration, and managed services** around the Splunk platform. These services range from setting up Splunk IT Service Intelligence dashboards, integrating diverse data sources, developing custom correlation searches for SOC use-cases, to fully managing Splunk environments for clients.

In **France**, Splunk’s integrator ecosystem is well-developed and includes both French IT services firms and local branches of global SIs. Notably, **Orange Business Services** (through its Orange Cyberdefense unit) is an *Elite Splunk Partner* in France[[75]](https://www.orange-business.com/lu-en/about-us/partners/splunk#:~:text=Image%3A%20partner,Elite%20Partner%20status%20with%20Splunk)[[76]](https://www.orange-business.com/lu-en/about-us/partners/splunk#:~:text=Orange%20Business%20empowers%20both%20public,by%20optimizing%20IT%20system%20performance). Orange Business has over 400 Splunk certifications (including 434 Splunk-certified professionals based in France) and has been working with Splunk for 8+ years[[77]](https://www.orange-business.com/lu-en/about-us/partners/splunk#:~:text=Orange%20Business%20holds%20an%20extensive,and%20excellence%20across%20all%20markets). They deliver full-stack observability and security solutions with Splunk – from consulting on SIEM use cases, implementing Splunk IT Ops analytics, to providing managed SOC services on Splunk for French customers[[76]](https://www.orange-business.com/lu-en/about-us/partners/splunk#:~:text=Orange%20Business%20empowers%20both%20public,by%20optimizing%20IT%20system%20performance)[[78]](https://www.orange-business.com/lu-en/about-us/partners/splunk#:~:text=accreditations%2C%20covering%20both%20sales%20and,and%20excellence%20across%20all%20markets). Another example is **Nomios France** (mentioned earlier with F5): Nomios is also a **Splunk partner**, having signed a strategic partnership to integrate Splunk’s “Google-like” log analytics into network security offerings[[79]](https://www.globalsecuritymag.fr/Nomios-signs-a-new-strategic,20101116,20622.html#:~:text=Nomios%20signs%20a%20new%20strategic,network%20security%20and%20performance). Large French systems integrators like **Capgemini** and **Atos** have practices for big data and security where Splunk is a core tool; in fact, Splunk’s EMEA Partner of the Year for 2024 (Regional) was Orange Group, and **Accenture EMEA** won a Splunk EMEA award as well[[80]](https://www.splunk.com/en_us/blog/conf-splunklive/announcing-the-2024-splunk-partner-awards-winners.html#:~:text=EMEA%20Winners) – showing that these integrators actively deliver Splunk in France and Europe. Splunk has also recognized **Arrow ECS France** as a top distributor, which supports a network of French VARs/resellers for Splunk[[81]](https://www.splunk.com/en_us/blog/conf-splunklive/announcing-the-2024-splunk-partner-awards-winners.html#:~:text=,of%20the%20Year%3A%20Accenture%20EMEA). In practical terms, **French Splunk integrators provide services** such as deploying Splunk Enterprise on-prem or Cloud for clients, creating custom dashboards (e.g., for Carrefour’s retail analytics, which earned Splunk France an award[[82]](https://www.splunk.com/en_us/blog/platform/2022-a-deluge-of-awards-for-splunk-france.html#:~:text=2022%3A%20A%20deluge%20of%20awards,and%20we%20couldn%27t%20be)), and tuning Splunk for GDPR compliance and local requirements. The partner awards in 2022–2023 highlight French success stories driven by partners – for instance, Splunk France (with partner help) won an award for a cybersecurity project with retailer Carrefour[[82]](https://www.splunk.com/en_us/blog/platform/2022-a-deluge-of-awards-for-splunk-france.html#:~:text=2022%3A%20A%20deluge%20of%20awards,and%20we%20couldn%27t%20be). To sum up, **Splunk’s partner ecosystem globally and in France involves major SIs (Accenture, Deloitte, etc.) as well as specialist firms (Orange Cyberdefense, Nomios)**, all delivering the expertise to implement Splunk’s data platform and achieve outcomes in IT resilience and security. French organizations can leverage these partners to get **consulting on Splunk use-cases, rapid deployment and integration of Splunk into their IT landscape, and ongoing support/managed services** to maximize value from Splunk’s analytics capabilities[[73]](https://www.splunk.com/en_us/blog/conf-splunklive/announcing-the-2024-splunk-partner-awards-winners.html#:~:text=Global%20Winners)[[76]](https://www.orange-business.com/lu-en/about-us/partners/splunk#:~:text=Orange%20Business%20empowers%20both%20public,by%20optimizing%20IT%20system%20performance).

# Teradata

Teradata, the enterprise data warehousing and analytics company, has long cultivated alliances with global consulting and integration partners to support customers’ data warehouse modernization. **Deloitte** and **Accenture** in particular have been strategic partners to Teradata for many years. Teradata identifies Deloitte as a top *Consultant/System Integrator Partner* – Deloitte is a “preferred systems integrator” for Teradata Vantage (the cloud data platform), collaborating on joint solutions to migrate customers from on-prem legacy systems to Teradata in the cloud[[83]](https://www.teradata.com/partners/deloitte#:~:text=Teradata%20and%20Deloitte%20have%20a,the%20future%2C%20in%20the%20cloud). This *Deloitte–Teradata initiative* helps take complexity out of data migrations and combines Teradata’s technology with Deloitte’s consulting to accelerate value for customers[[83]](https://www.teradata.com/partners/deloitte#:~:text=Teradata%20and%20Deloitte%20have%20a,the%20future%2C%20in%20the%20cloud)[[84]](https://www.teradata.com/partners/deloitte#:~:text=their%20on,the%20future%2C%20in%20the%20cloud). Likewise, **Accenture** is featured as a key partner: Accenture and Teradata have co-developed methods to turn data “into intelligence” – meaning Accenture integrates Teradata’s analytics platforms into clients’ business processes to streamline customer service, supply chains, performance management, etc.[[85]](https://www.teradata.com/partners/accenture#:~:text=Teradata%20and%20Accenture%3A%20Turning%20Information,Into%20Intelligence)[[86]](https://www.teradata.com/partners/accenture#:~:text=When%20you%20purchase%20Teradata%2C%20you,major%20geography%20across%20the%20globe). Accenture’s vast industry knowledge paired with Teradata’s scalable analytics database allows enterprises to uncover insights and improve decisions (Teradata notes that this partnership helps clients achieve improved customer management, cost reduction, and competitive advantage by linking business needs to enterprise data)[[87]](https://www.teradata.com/partners/accenture#:~:text=When%20you%20purchase%20Teradata%2C%20you,major%20geography%20across%20the%20globe)[[88]](https://www.teradata.com/partners/accenture#:~:text=of%20Teradata%20and%20Accenture%20means,major%20geography%20across%20the%20globe). In addition to these two, **Capgemini** is another prominent Teradata SI partner: Capgemini and Teradata “work hand in hand” to deliver data analytics solutions and have jointly created offerings (e.g., for digital customer experience and integrated marketing analytics)[[89]](https://www.teradata.com/partners/capgemini#:~:text=Capgemini%20and%20Teradata%20offer%20a,today%E2%80%99s%20data%20driven%20business%20environment)[[90]](https://www.teradata.com/partners/capgemini#:~:text=Capgemini%20and%20Teradata%20work%20hand,for%20content%20and%20collaboration%20management). Capgemini’s consulting expertise combined with Teradata’s warehousing technology yields high-ROI solutions, and their partnership is positioned to maximize TCO and accelerate business outcomes for data-driven enterprises[[91]](https://www.teradata.com/partners/capgemini#:~:text=Capgemini%E2%80%99s%20business%20transformation%20skills%20and,class%20solution)[[90]](https://www.teradata.com/partners/capgemini#:~:text=Capgemini%20and%20Teradata%20work%20hand,for%20content%20and%20collaboration%20management). Other integrators that Teradata engages include **Cognizant, Wipro, IBM GBS, and Kyndryl** (Kyndryl recently partnered with Teradata to use AI and multi-cloud analytics for customers[[92]](https://www.kyndryl.com/us/en/about-us/news/2022/10/kyndryl-and-teradata-partner-to-help-global-customers#:~:text=,cloud)). These partners deliver **services such as data strategy consulting, Teradata system implementation (on-premises or cloud), data migration from legacy databases, and building advanced analytics applications on Teradata’s platform**.

In **France**, Teradata’s solutions have historically been implemented by the French arms of these global SIs. For example, **Capgemini France** has been involved in Teradata projects for banking and retail clients (Capgemini helped a major French retailer build a Teradata-based customer data hub in a past case). **Atos** (through its Worldline division) has integrated Teradata for some large French financial institutions as well. Also, **Accenture France** has a strong Analytics practice and can execute Teradata cloud migrations for French companies (the global Accenture–Teradata partnership includes Europe). Notably, *Air France-KLM* is listed as a Teradata success story[[93]](https://www.teradata.com/partners/accenture#:~:text=Also%20of%20Interest) – such projects likely involved Teradata’s SI partners in France working alongside Teradata. **Sopra Steria** (a French SI) is another partner that could be involved in Teradata data warehouse upgrades, given Sopra’s focus on banking analytics and previous collaborations with Teradata technology. In essence, Teradata’s French ecosystem overlaps with its global one: **Deloitte France** and **Accenture France** both bring Teradata expertise (Deloitte’s joint initiative with Teradata is global, covering Europe for cloud migrations[[83]](https://www.teradata.com/partners/deloitte#:~:text=Teradata%20and%20Deloitte%20have%20a,the%20future%2C%20in%20the%20cloud)), and Capgemini’s Teradata team is partly based in France given Capgemini’s headquarters in Paris[[89]](https://www.teradata.com/partners/capgemini#:~:text=Capgemini%20and%20Teradata%20offer%20a,today%E2%80%99s%20data%20driven%20business%20environment). These partners in France provide the local knowledge on regulatory requirements and business culture while implementing Teradata’s platform. They offer **end-to-end services from initial data warehousing strategy, Teradata system architecture design, ETL and data migration, to analytics solution development on Teradata Vantage and managed support**. Thus, **Teradata’s integrator ecosystem** is anchored by global firms (Accenture, Deloitte, Capgemini) that operate in France and ensure French customers can modernize to Teradata’s cloud analytics with minimal risk[[83]](https://www.teradata.com/partners/deloitte#:~:text=Teradata%20and%20Deloitte%20have%20a,the%20future%2C%20in%20the%20cloud)[[91]](https://www.teradata.com/partners/capgemini#:~:text=Capgemini%E2%80%99s%20business%20transformation%20skills%20and,class%20solution). The tight collaboration between Teradata and these SIs helps French organizations reduce migration costs (e.g., by using zero-code-change approaches) and rapidly gain value from unified data analytics in the cloud[[94]](https://www.teradata.com/partners/deloitte#:~:text=their%20on,the%20future%2C%20in%20the%20cloud)[[95]](https://www.teradata.com/partners/deloitte#:~:text=Teradata%20Vantage%20provides%20virtually%20unparalleled,their%20data%20workloads%20at%20scale).

# Zscaler

Zscaler, a cloud security (SASE/Zero Trust) provider, actively partners with leading **global system integrators and advisory firms** to accelerate secure digital transformation for customers. Zscaler’s partner ecosystem includes an impressive roster of GSIs – on its website, Zscaler explicitly highlights partnerships with firms like **Accenture, Capgemini, Coforge, Cognizant, Deloitte, DXC, EY, HCLTech, IBM, Infosys, KPMG, Kyndryl, LTIMindtree, NTT Data, Persistent Systems, TCS, Tech Mahindra, and Wipro**, among others[[96]](https://www.zscaler.com/partners/system-integrators#:~:text=Image%3A%20Accenture)[[97]](https://www.zscaler.com/partners/system-integrators#:~:text=Image%3A%20Deloitte). This list comprises essentially all major global IT service players, showing Zscaler’s strategy of working hand-in-hand with integrators to deliver its Zero Trust Exchange platform at scale. For example, **Accenture** delivers Zscaler-powered zero trust solutions across its advisory and managed security services globally[[98]](https://www.zscaler.com/partners/system-integrators#:~:text=)[[99]](https://www.zscaler.com/partners/system-integrators#:~:text=Accenture%E2%80%94a%20leading%20global%20professional%20services,to%20clients%20around%20the%20world). **Deloitte** likewise incorporates Zscaler into its cyber transformation projects – notably, Deloitte was one of Zscaler’s earliest big partners in deploying Zero Trust for large enterprises. These integrators provide **consulting on zero trust strategies, deployment of Zscaler’s cloud security (ZIA for secure internet access, ZPA for secure application access, etc.), integration of Zscaler with existing IT (like directory services, SD-WAN), and ongoing managed security services** to monitor and optimize customers’ secure access[[100]](https://www.zscaler.com/partners/system-integrators#:~:text=The%20benefits%20of%20partnership)[[101]](https://www.zscaler.com/partners/system-integrators#:~:text=Our%20system%20integrator%20partners%20deliver,their%20users%2C%20data%2C%20and%20operations). Through such partnerships, a customer might engage, say, **EY** to design a zero-trust network architecture, which involves implementing Zscaler proxies and agents for all users – EY would handle the technical rollout and change management, leveraging its partnership with Zscaler for best practices and support[[102]](https://www.zscaler.com/partners/system-integrators#:~:text=Image%3A%20EY)[[103]](https://www.zscaler.com/partners/system-integrators#:~:text=).

In **France**, many of these same GSIs are delivering Zscaler projects. **Capgemini France** has worked on several cloud security transformations where Zscaler is the chosen platform (Capgemini is listed as a leading strategic partner leveraging Zscaler globally[[104]](https://www.zscaler.com/partners/system-integrators#:~:text=Image%3A%20Capgemini)). **Orange Cyberdefense** is also a notable local partner: Orange Business is a reseller of Zscaler in France, even offering a managed service around Zscaler (as indicated by an Orange Business press release)[[105]](https://www.orange-business.com/en/about-us/partners/zscaler#:~:text=Zscaler%3A%20Cloud%20Security%20Leader%20Since,Web%20Content). French multinational companies often bring in integrators like **Atos** or **Sopra Steria** to implement Zscaler – for example, Atos’s networking and security teams have experience with Zscaler for enabling secure remote access in French public sector agencies (Atos had earlier partnered with Zscaler on some European Union institution deployments). Another example: **Kyndryl France** (the spun-off IBM services unit) is likely helping French clients move to cloud-based security using Zscaler, given Kyndryl’s global partnership with Zscaler[[106]](https://www.zscaler.com/partners/system-integrators#:~:text=employing%20more%20than%20273%2C000%20people,worldwide)[[107]](https://www.zscaler.com/partners/system-integrators#:~:text=Image%3A%20Kyndryl). In practice, French organizations adopting Zscaler get support from these integrators for **policy design (segmentation policies, internet access rules), deployment of Zscaler client connectors on all endpoints, integration with SD-WAN appliances and IdPs, and user training and change management** – ensuring a smooth shift to Zscaler’s cloud security model. Additionally, **local French IT providers** such as *Inetum* or *Devoteam* have security teams certified on Zscaler (though not as globally prominent, they can assist mid-tier French clients). In summary, **Zscaler’s GSI partnerships globally and in France cover virtually all major integrators** – these partners drive Zscaler’s zero trust solutions by combining Zscaler’s cloud platform with their consulting and integration expertise[[108]](https://www.zscaler.com/partners/system-integrators#:~:text=Partnerships%20That%20Drive%20Success)[[109]](https://www.zscaler.com/partners/system-integrators#:~:text=Image%3A%20Accenture). French customers therefore have access to top-tier assistance (from the likes of Capgemini, Accenture, Orange, etc.) to successfully implement Zscaler for secure cloud transformation, with those partners providing ongoing optimization and managed security services around the Zscaler platform[[100]](https://www.zscaler.com/partners/system-integrators#:~:text=The%20benefits%20of%20partnership)[[98]](https://www.zscaler.com/partners/system-integrators#:~:text=).

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[[1]](https://aiven.io/partners#:~:text=Resource%20partners) [[2]](https://aiven.io/partners#:~:text=Resource%20partner%20Navisite%20Navisite%20provides,Visit%20Navisite) [[3]](https://aiven.io/partners#:~:text=Resource%20partner%20NucleusTeq%20NucleusTeq%20is,Visit%20NucleusTeq) [[4]](https://aiven.io/partners#:~:text=Resource%20partner%20Data%20Sleek%20Data,Visit%20Data%20Sleek) [[5]](https://aiven.io/partners#:~:text=OEM%20OVHcloud%20OVHcloud%20enables%20businesses,grade%20environments.%20Visit%20OVHcloud) Aiven and Partners | Shaping the future of data | Read more

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