Clearsight Advisors®
Investment Banking

Q3 2026

Digital, AI, and Cloud Market Monitor

Market Update, Industry News and Conferences, Sector Spotlight, Public Market Performance, and M&A Activity

Q3 2026 Market Update

The Transition to Forward Deployed Teams

Last quarter, we explored how value creation across the AI ecosystem is beginning to move from model development toward implementation services. OpenAI's Deployment Company and Anthropic's Ode offered highly visible examples, but the trend extends well beyond AI labs. Across the Data & AI services market, the forward deployed model is gaining traction and acts as a bridge for business leaders to embed AI across critical workflows.

The shift comes as companies continue to face a gap between AI experimentation and enterprise-wide impact. Gartner recently found that at least 50% of GenAI projects had been abandoned after proof of concept due to unclear business value, poor data quality, inadequate risk controls, and escalating costs.[1] The challenge is no longer proving what AI can do, but integrating it into complex operating environments, driving adoption, and converting technical potential into measurable ROI.

The Forward Deployed Engineering ("FDE") model offers one response to that challenge. Rather than treating strategy, development, implementation, and adoption as separate phases, FDEs work across disciplines to combine technical execution with business context. By working alongside users, they help identify high-value problems, refine solutions based on feedback, and connect technical capabilities with business needs. Databricks recently formalized its Forward Deployed Engineering organization around customer outcomes, building on more than 1,900 customer engagements over the preceding 12 months.[2] AWS similarly announced a $1 billion investment to embed technical teams directly within customer environments.[3] Together, these investments reflect growing demand for AI services providers that can combine advisory, implementation, and outcome ownership.

As we noted last quarter, the most valuable engineer is one who thinks like a consultant, but the next phase of this evolution requires more than one individual. As AI implementations become more complex, the expertise required to execute them expands as well. The natural progression of the FDE model is toward Forward Deployed Teams ("FDTs"), which preserve the embedded, outcome-oriented approach while distributing responsibility across specialized roles. Technical builders, strategists, and domain experts can operate as a single unit, bringing broader expertise to transformative implementations. IBM has already introduced Forward Deployed Units ("FDUs") built around small multidisciplinary teams, describing the individual FDE as a signal of a broader change in technology delivery rather than the final solution itself.[4]

For the broader Data & AI services ecosystem, this evolution is expanding the opportunity we identified last quarter. OpenAI, Palantir, and Anthropic are not the sole beneficiaries of the push toward implementation. Forward deployment is entrenched across the market, creating opportunities for Data & AI services providers to rethink how AI solutions are integrated, moved into production, and adopted across the enterprise. The FDE may therefore be the foundation for something larger: an AI services delivery model built around embedded, multidisciplinary teams that connect increasingly powerful technology with the realities of the enterprise.

Source: 1. Gartner, 2. Databricks, 3. AWS, 4. IBM

Sector Leadership



Philo Tran
Managing Director



Rishabh Mishra
Managing Director



Phil Loria
Vice President



Claire Duchene
Vice President



Rhamy Belayachi
Vice President

Industry News and Conferences

Select Industry News

Snowflake CEO Shares that AI Is Creating a Growth Flywheel Across the Business
Sridhar Ramaswamy, Snowflake's CEO, highlighted that accelerating adoption of the company's AI offerings is driving increased platform usage and creating a self-reinforcing growth cycle across the business. (Link)[1]

Forward Deployment: The New Competitive Advantage in Enterprise AI
The article explores how forward deployment teams work directly with customers to understand workflows, build tailored solutions, and convert those insights into scalable product capabilities. (Link)[2]

Anthropic Launches Enterprise Frontier Safeguards
Anthropic introduced Enterprise Frontier Safeguards, enabling enterprises to deploy advanced AI models while maintaining customer-controlled data storage, monitoring, and compliance requirements across regulated environments. (Link)[3]

IBM Partners with OpenAI to Accelerate Enterprise AI Deployment
IBM and OpenAI announced a strategic partnership to embed frontier AI models into enterprise operations, helping organizations modernize workflows, address legacy complexity, and accelerate large-scale adoption. (Link)[4]

Bain and Anthropic Announce Global AI Transformation Partnership
Bain & Company partnered with Anthropic to help clients move from AI pilots to enterprise-scale deployments, combining transformation expertise with frontier AI models and governance frameworks. (Link)[5]

Accenture Edge Partners with AWS to Accelerate Mid-Market AI Adoption
Accenture announced a partnership between Accenture Edge and AWS to help mid-market companies accelerate AI adoption, modernize core systems, and improve operational performance through a suite of pre-built cloud and AI solutions. (Link)[6]

Databricks and OpenAI Highlight Enterprise AI at Data + AI Summit
Databricks and OpenAI showcased how enterprises are moving from AI prototypes to production by combining frontier models with governed enterprise data, emphasizing context, control, and agentic AI at scale. (Link)[7]

Upcoming Conferences

Oracle AI World ***October 25th – 28th | Las Vegas, NV***	Learn more
Sitecore Symposium ***November 10th – 12th | Orlando, FL***	Learn more
Microsoft Ignite ***November 17th – 20th | San Francisco, CA***	Learn more
AWS re:Invent ***November 30th – December 4th | Las Vegas, NV***	Learn more

Source: 1. Reuters. 2. Magnus. 3. CNBC. 4. IBM. 5. Bain & Company. 6.Accenture. 7. Databricks.

Sector Spotlight

Target

Lovelytics

Acquirer

CDW

Deal Commentary

- Lovelytics strengthens CDW's data, analytics, and AI services capabilities, adding deep expertise in data modernization, governance, and enterprise AI deployment to support customers' Databricks initiatives.
- The acquisition supports CDW's strategy to deepen its Databricks presence within its Data & Analytics Practice, increasing exposure to complex data modernization, AI implementation, and transformation-led client engagements

Transaction Summary

On September 25th, 2026, CDW completed its acquisition of Databricks Gold partner, Lovelytics (formerly backed by Interlock Equity). The acquisition enhances CDW's ability to serve as an end-to-end technology partner by combining advanced data and AI expertise with its broad technology capabilities and scaled operations.

Transaction Information

Announced Date	September 2nd, 2026
Deal Type	Acquisition
Target Information	
Year Founded	2017
Target HQ	Arlington, VA
# of Employees	~650

Target

NewVision Software

Acquirer

SoftServe

Deal Commentary

- NewVision Software enhances SoftServe's AI-led transformation, engineering, and automation capabilities, strengthening delivery across large-scale enterprise modernization programs
- The acquisition advances SoftServe's strategy to help clients accelerate AI adoption and technology transformation through expanded engineering talent, delivery capacity, and Global Capability Center expertise

Transaction Summary

On July 14th, 2026, SoftServe completed its acquisition of NewVision Software. The acquisition enhances SoftServe's ability to help clients accelerate digital transformation through expanded engineering talent, managed services capabilities, and global delivery resources.

Clearsight advised NewVision on this transaction.

Transaction Information

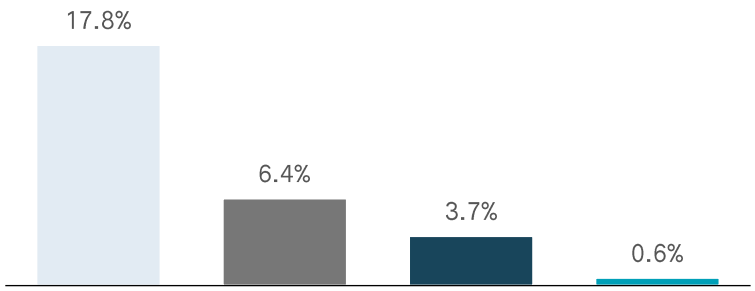
Announced Date	July 14th, 2026
Deal Type	Acquisition
Target Information	
Year Founded	2016
Target HQ	Atlanta, GA
# of Employees	~800

Source: Public filings, 451 Research, Capital IQ, and company websites

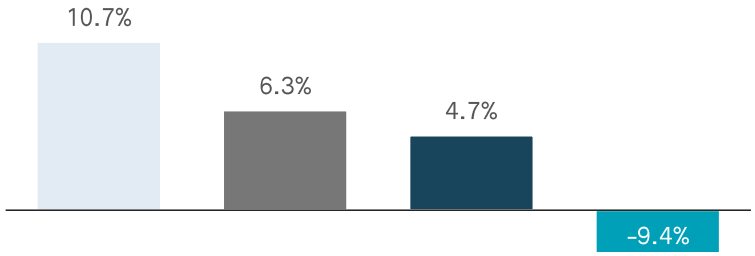
Public Market Performance

Data Services | Digital Technology Services | IT & BPO Services | Marketing Services

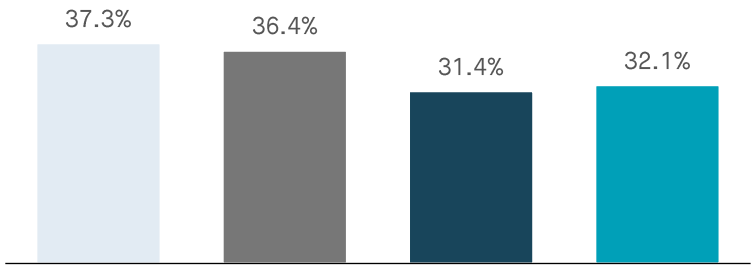
3-Yr Historical Revenue Growth



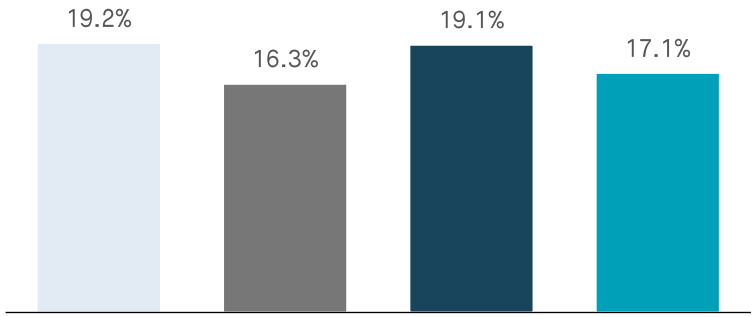
2026E Revenue Growth



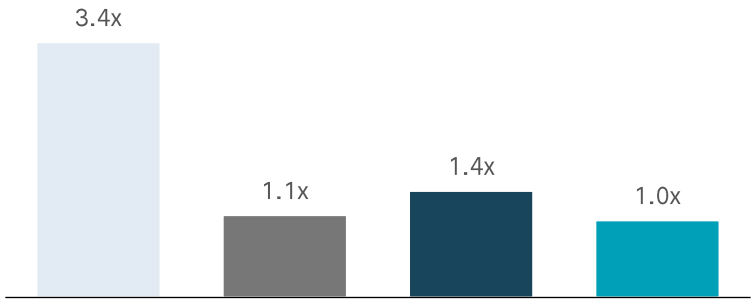
2026E Gross Margin



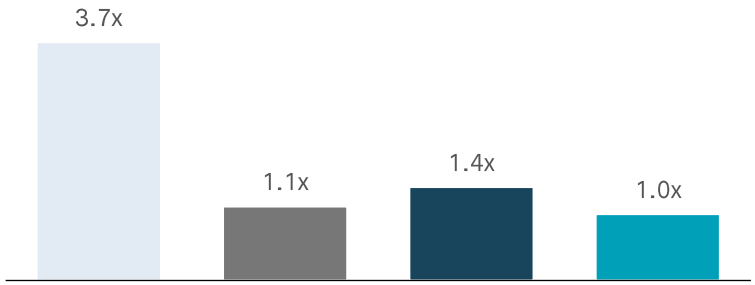
2026E EBITDA Margin



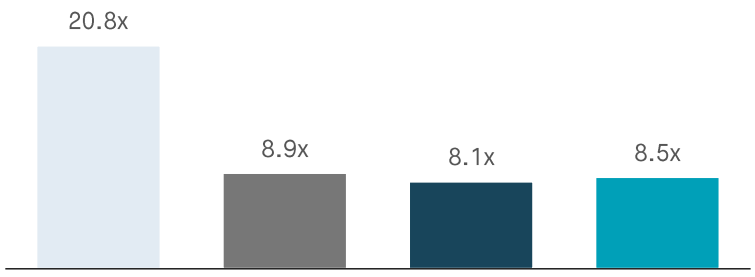
EV / LTM Revenue



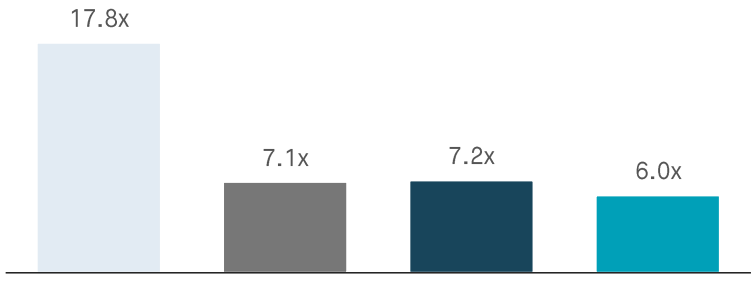
EV / 2026E Revenue



EV / LTM EBITDA



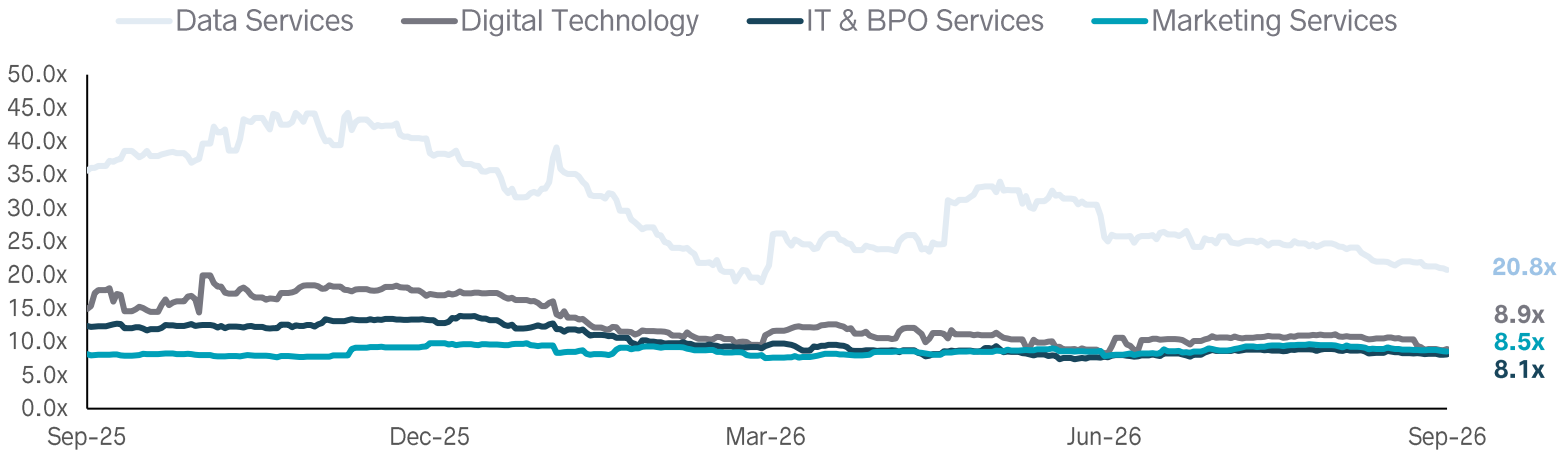
EV / 2026E EBITDA



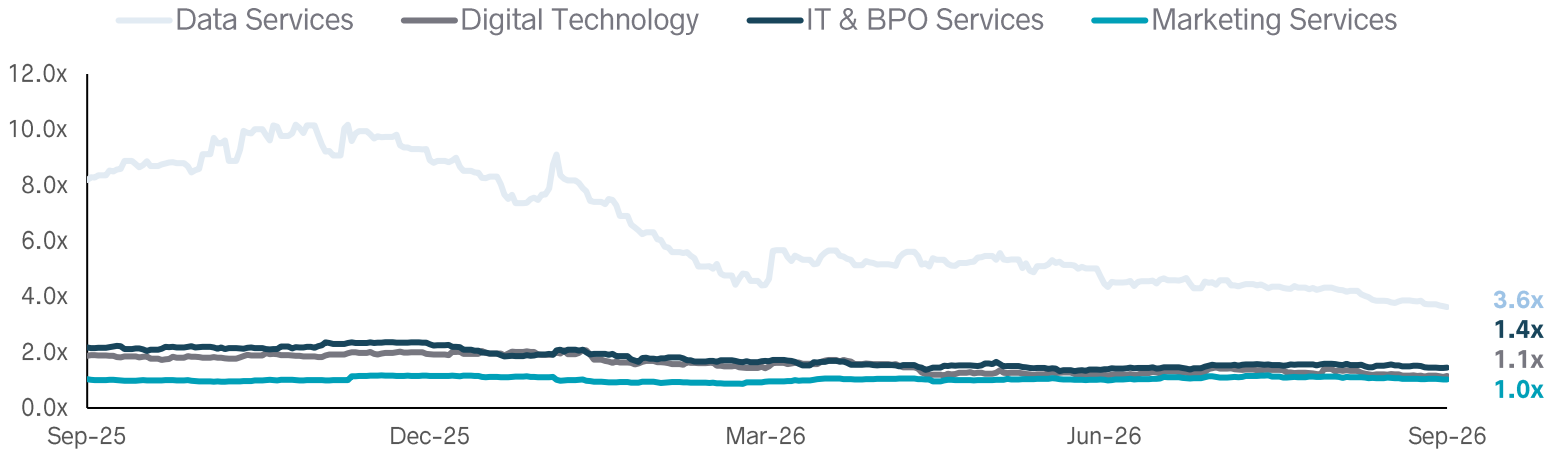
Source: Capital IQ, market data as of 30-Sep-2026

Public Market Performance

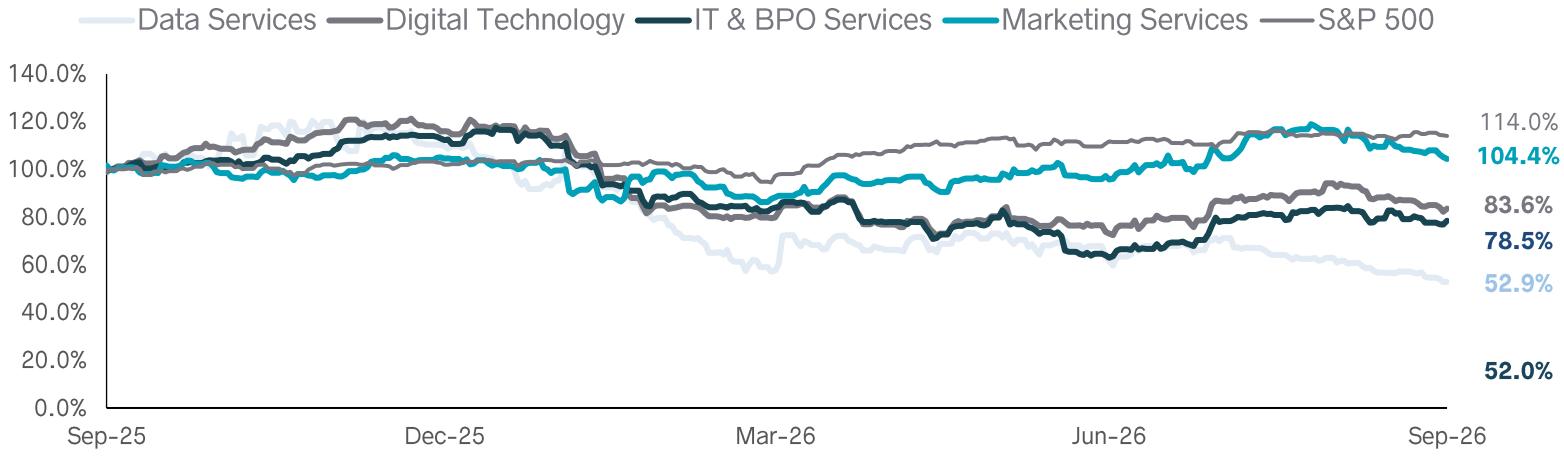
1-Yr EV / EBITDA Multiple Trend[1]



1-Yr EV / Revenue Multiple Trend[1]



1-Yr Digital, AI, and Cloud Market Indices Performance[2]



1. Data Services includes LatentView for the full period and incorporates Fractal Analytics beginning with its public listing in Feb-26.
2. Data Services includes only LatentView, as Fractal Analytics does not have sufficient trading history for the period presented.

Source: Capital IQ, market data as of 30-Sep-2026

Public Market Performance

Digital, AI, and Cloud Comparable Companies Analysis

Digital Technology Services

Digital Technology Services	Closing Price	% of 52 Week High	Equity Market Cap	Enterprise Value	EV/Revenue Multiples LTM	EV/Revenue Multiples 2026E	EV/EBITDA Multiples LTM	EV/EBITDA Multiples 2026E	2026E EBITDA Margin	2026E Revenue Growth	3 Year Revenue CAGR
Birlasoft	$2.83	57.3%	$792	$552	1.0x	1.0x	5.9x	5.9x	16.3%	(2.4%)	(2.4%)
CI&T	3.07	52.9	393	483	0.9	0.8	6.7	5.2	16.3	16.6	8.5
Coforge	18.24	86.5	8,081	8,150	4.2	3.4	21.4	16.9	20.3	39.8	16.7
Endava	1.79	18.1	95	353	0.4	0.4	8.9	3.4	10.7	(3.7)	(0.4)
EPAM	108.36	48.7	5,590	4,953	0.9	0.9	6.6	5.2	16.8	3.7	6.4
Globant	34.70	48.1	1,498	1,908	0.8	0.8	4.9	3.9	19.9	(0.3)	5.3
Grid Dynamics	7.88	77.2	639	363	0.9	0.8	13.8	5.9	14.0	6.4	11.9
Happiest Minds	3.24	58.1	487	465	1.8	1.7	11.3	9.7	18.1	6.3	11.9
Hexaware	5.15	61.2	3,141	3,061	2.0	1.9	12.4	12.0	15.8	7.6	8.9
Mastek	16.30	66.0	505	457	1.1	1.1	7.1	7.1	15.6	2.0	5.1
Mphasis	22.52	72.5	4,298	4,240	2.4	2.3	14.2	12.4	18.5	8.4	5.2
Persistent	55.06	80.0	8,217	8,207	4.9	4.5	27.8	24.8	18.0	18.7	17.3
Zensar	4.41	51.4	1,003	746	1.2	1.2	8.0	7.9	15.0	1.7	2.6
High		**86.5%**	**$8,217**	**$8,207**	**4.9x**	**4.5x**	**27.8x**	**24.8x**	**20.3%**	**39.8%**	**17.3%**
Median		**58.1**	**1,003**	**746**	**1.1**	**1.1**	**8.9**	**7.1**	**16.3**	**6.3**	**6.4**
Mean		**59.8**	**2,672**	**2,611**	**1.7**	**1.6**	**11.5**	**9.2**	**16.6**	**8.1**	**7.5**
Low		**18.1**	**95**	**353**	**0.4**	**0.4**	**4.9**	**3.4**	**10.7**	**(3.7)**	**(2.4)**

IT & BPO Services

IT & BPO Services	Closing Price	% of 52 Week High	Equity Market Cap	Enterprise Value	EV/Revenue Multiples LTM	EV/Revenue Multiples 2026E	EV/EBITDA Multiples LTM	EV/EBITDA Multiples 2026E	2026E EBITDA Margin	2026E Revenue Growth	3 Year Revenue CAGR
Accenture	$183.37	63.0%	$112,212	$112,046	1.5x	1.5x	8.0x	7.8x	19.5%	4.9%	4.7%
Capgemini	118.56	68.2	20,124	29,131	1.1	1.1	8.3	6.8	15.6	4.6	3.5
CGI Group	68.15	73.3	13,934	16,675	1.4	1.4	8.1	7.0	20.2	(0.6)	2.4
Cognizant	57.44	66.0	25,874	26,917	1.2	1.2	6.7	6.5	18.6	5.2	4.7
Datamatics	8.40	79.8	497	460	2.1	ND	10.7	ND	ND	ND	ND
Genpact	32.53	66.9	5,466	6,360	1.2	1.2	7.2	6.2	18.7	7.0	6.7
HCL	12.83	69.1	34,711	32,700	2.2	2.2	11.7	10.8	20.6	1.1	3.8
Tech Mahindra	15.89	82.2	14,080	13,499	2.2	2.1	13.8	11.7	17.6	6.7	1.0
Wipro	1.65	58.0	16,342	14,558	1.4	1.4	7.9	7.3	19.5	1.1	(2.1)
High		**82.2%**	**$112,212**	**$112,046**	**2.2x**	**2.2x**	**13.8x**	**11.7x**	**20.6%**	**7.0%**	**6.7%**
Median		**68.2**	**16,342**	**16,675**	**1.4**	**1.4**	**8.1**	**7.2**	**19.1**	**4.7**	**3.7**
Mean		**69.6**	**27,027**	**28,038**	**1.6**	**1.5**	**9.1**	**8.0**	**18.8**	**3.7**	**3.1**
Low		**58.0**	**497**	**460**	**1.1**	**1.1**	**6.7**	**6.2**	**15.6**	**(0.6)**	**(2.1)**

Marketing Services

Marketing Services	Closing Price	% of 52 Week High	Equity Market Cap	Enterprise Value	EV/Revenue Multiples LTM	EV/Revenue Multiples 2026E	EV/EBITDA Multiples LTM	EV/EBITDA Multiples 2026E	2026E EBITDA Margin	2026E Revenue Growth	3 Year Revenue CAGR
Dentsu	$22.67	92.0%	$5,885	$6,808	0.8x	0.7x	4.8x	4.5x	15.9%	3.4%	0.8%
Omnicom	73.63	82.2	20,200	29,208	1.3	1.1	7.9	6.4	17.7	(2.8)	0.4
Publicis	107.34	90.1	26,804	30,550	1.5	1.8	9.1	8.1	21.9	(15.9)	1.6
WPP	4.99	91.2	5,385	12,030	0.7	0.9	15.6	5.6	16.5	(29.0)	(11.9)
High		**92.0%**	**$26,804**	**$30,550**	**1.5x**	**1.8x**	**15.6x**	**8.1x**	**21.9%**	**3.4%**	**1.6%**
Median		**90.7**	**13,043**	**20,619**	**1.0**	**1.0**	**8.5**	**6.0**	**17.1**	**(9.4)**	**0.6**
Mean		**88.9**	**14,569**	**19,649**	**1.1**	**1.1**	**9.4**	**6.2**	**18.0**	**(11.1)**	**(2.3)**
Low		**82.2**	**5,385**	**6,808**	**0.7**	**0.7**	**4.8**	**4.5**	**15.9**	**(29.0)**	**(11.9)**

Data Services

Data Services	Closing Price	% of 52 Week High	Equity Market Cap	Enterprise Value	EV/Revenue Multiples LTM	EV/Revenue Multiples 2026E	EV/EBITDA Multiples LTM	EV/EBITDA Multiples 2026E	2026E EBITDA Margin	2026E Revenue Growth	3 Year Revenue CAGR
Fractal Analytics	$7.72	66.2%	$1,328	$1,280	3.5x	3.3x	23.9x	19.1x	17.1%	10.7%	16.4%
LatentView	2.46	45.6	509	441	3.7	3.5	17.6	16.6	21.3	10.8	19.1
High		**66.2%**	**$1,328**	**$1,280**	**3.5x**	**3.3x**	**23.9x**	**19.1x**	**21.3%**	**10.8%**	**19.1%**
Mean		**55.9**	**918**	**861**	**3.7**	**3.4**	**20.8x**	**17.8**	**19.2**	**10.7**	**17.8**
Low		**45.6**	**509**	**441**	**3.7**	**3.5**	**17.6**	**16.6**	**17.1**	**10.7**	**16.4**

Source: Capital IQ, market data as of 30-Sep-2026

Digital, AI, and Cloud

M&A Activity

Date	Target	Buyer	Summary
9/17/2026	**GoSaas**	**Argano**	▪ GoSaaS is an Oracle-focused cloud consulting firm specializing in PLM, supply chain, and logistics transformation; providing cloud migrations, implementations, managed services and proprietary solutions
9/16/2026	**Vantora**	**Silversmith**	▪ Vantora is an enterprise AI venture builder that partners with large companies to create purpose-built AI software businesses addressing complex operational challenges across logistics, manufacturing, automotive, aviation, energy, and infrastructure
9/16/2026	**Climb**	**RLH Equity Partners**	▪ Climb is a Databricks-native data and AI consultancy helping enterprises modernize data environments and deploy production-grade AI solutions, with particular focus on healthcare, life sciences and financial services
9/14/2026	**Sand Cherry Associates**	**Wavestone**	▪ Sand Cherry Associates is a management consulting firm specializing in enterprise transformation, strategy, operations, and customer experience, with deep expertise across telecom, broadband, media, and energy & utilities
9/9/2026	**Callibrity**	**CGI**	▪ Callibrity is a technology consulting firm specializing in enterprise AI, platform engineering and digital product development, with deep expertise across financial services, insurance, and manufacturing
9/9/2026	**Atrium**	**Sverica Capital**	▪ Atrium is an AI-native data and technology consultancy specializing in Salesforce and Snowflake, providing data strategy, engineering, implementation, transformation and managed services
9/8/2026	**Cause + Effect Strategy**	**Insero Advisors**	▪ Cause + Effect Strategy is a data, analytics and AI consulting firm helping organizations align data strategy, architecture, engineering, analytics and AI to improve decision-making, efficiency, and business performance
9/2/2026	**Lovelytics**	**CDW**	▪ Lovelytics is a data and AI consulting firm specializing in data modernization, analytics and enterprise AI deployment, with deep Databricks expertise and industry-specific capabilities

Source: Public filings as of 30-Sep-2026, Capital IQ, Pitchbook

Digital, AI, and Cloud

M&A Activity

Date	Target	Buyer	Summary
8/28/2026	**Databalance**	**Kester Capital**	▪ Databalance is a managed IT services provider specializing in cloud infrastructure, cybersecurity, modern workplace and data & AI solutions for business-critical environments
8/31/2026	**Wavicle Data Solutions**	**Deloitte**	▪ Wavicle Data Solutions is a data and AI engineering consultancy specializing in data modernization, analytics and enterprise AI, with deep expertise across Databricks and major cloud platforms
8/27/2026	**COMWARE**	**Accenture**	▪ COMWARE is a technology services firm specializing in SAP and CRM implementation, development and managed services, with deep expertise serving mid-market manufacturing companies in Japan
8/25/2026	**Zencore**	**Superstep Capital**	▪ Zencore is a Google Cloud consulting and engineering firm specializing in cloud migration, data modernization, and AI solutions, with deep expertise across the Google Cloud ecosystem
8/25/2026	**McCoy**	**Accenture**	▪ McCoy is a digital marketing and customer experience agency specializing in integrated marketing, web development, creative services, and digital transformation solutions
8/20/2026	**Casper Studios**	**Ode**	▪ Casper Studios is a technology consultancy specializing in custom software development, AI and machine learning solutions, data analytics, and cloud-based applications
8/19/2026	**CloudX**	**Bridgenext**	▪ CloudX is a cloud and digital transformation consultancy specializing in cloud migration, managed services, infrastructure modernization, and enterprise technology solutions across public and private cloud environments
8/13/2026	**Thought Logic**	**Braemont Capital**	▪ Thought Logic is a technology consulting firm specializing in custom software development, data analytics, cloud solutions, and digital transformation services for enterprise and mid-market clients

Source: Public filings as of 30-Sep-2026, Capital IQ, Pitchbook

Digital, AI, and Cloud

M&A Activity

Date	Target	Buyer	Summary
8/12/2026	**Tryolabs**	**Qubika**	▪ Tryolabs is an AI and machine learning consultancy specializing in data science, generative AI, computer vision, and custom AI solutions for enterprise clients
8/11/2026	**SPR Consulting**	**Andersen Group**	▪ SPR Consulting is a technology consulting firm specializing in application modernization, custom software development, data analytics, cloud solutions, and enterprise digital
8/4/2026	**Artium**	**AlixPartners**	▪ Artium is a custom software development firm specializing in application engineering, cloud migration, product development, and digital solutions for clients across multiple industries
7/28/2026	**Torq Consulting**	**Sendero Consulting**	▪ Torq Consulting is a technology consulting firm specializing in software development, data management, enterprise integration, and compliance-focused digital transformation solutions
7/21/2026	**Emergent Software**	**Winterbird Partners**	▪ Emergent Software is a data and cloud consulting firm specializing in data analytics, cloud modernization, custom software development, and digital transformation services
7/15/2026	**NewVision Software**	**SoftServe**	▪ NewVision Software is an applied AI and software consulting firm specializing in AI strategy, intelligent automation, software development, and enterprise technology solutions
7/15/2026	**Centroid Systems**	**Gridiron Capital**	▪ Centroid Systems is an IT solutions provider specializing in digital transformation, managed services, cloud infrastructure, cybersecurity, and enterprise technology solutions
7/8/2026	**Northslope**	**OpenAI**	▪ Northslope is a Palantir and AI consultancy specializing in data management, business intelligence, advanced analytics, and actionable insights for mid-market organizations

Source: Public filings as of 30-Sep-2026, Capital IQ, Pitchbook

= Clearsight acted as advisor to NewVision Software on its transaction

About Clearsight

Clearsight's Digital, AI, and Cloud Practice focuses on 'Knowledge Economy' business that help organizations harness technology for transformation. This ecosystem spans digital services, data and analytics, and cloud technologies that accelerate data-driven modernization.

Clearsight Advisors is an investment banking firm dedicated to driving the Knowledge Economy by providing world-class M&A and capital raising solutions exclusively to growth-oriented Business Services and Technology companies. Clearsight combines deep market insights across software, services, and data. Clearsight Advisors, Inc. is a wholly owned subsidiary of Regions Financial Corporation. All securities are offered exclusively through RF M&A Securities LLC, a registered broker-dealer and member of FINRA and SIPC. For more information about Clearsight, visit www.clearsightadvisors.com.

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Clearsight Advisors

Select Transactions

- Sellside Advisor — NEW VISION THINK FORWARD has been acquired by softserve
- Financial Advisor — Computomic has received a strategic investment from WASHINGTON HARBOUR PARTNERS
- Sellside Advisor — intecrowd has been acquired by UST
- Sellside Advisor — Stormloop Technologies has been acquired by argano, a portfolio company of TRINITY HUNT PARTNERS
- Sellside Advisor — UKi Ultimate Knowledge Institute has received a majority investment from TRUE WIND
- Buyside Advisor — Everforth has acquired Quinnox accelerate success
- Sellside Advisor — torrent CONSULTING has been acquired by ZS
- Sellside Advisor — auxis has been acquired by Grant Thornton, a portfolio company of NMC New Mountain Capital
- Financial Advisor — unosquare, a portfolio company of TRIVEST has been recapitalized by Ridgemont EQUITY PARTNERS
- Sellside Advisor — VERNDALE has received a majority investment from TRINITY HUNT PARTNERS

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