IDC MarketScape

# IDC MarketScape: U.S. Defense and Intelligence Agencies AI Services 2025 Vendor Assessment

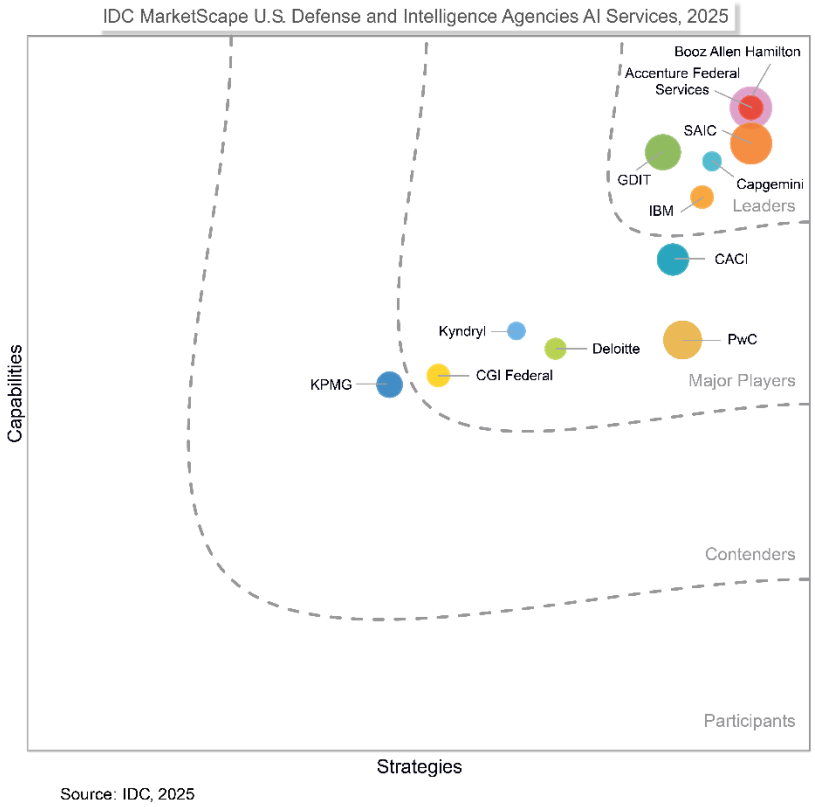
Alan Webber

## THIS EXCERPT FEATURES ACCENTURE AS A LEADER

## IDC MARKETSCAPE FIGURE

### FIGURE 1

**IDC MarketScape U.S. Defense and Intelligence Agencies AI Services Vendor Assessment**




Source: IDC, 2025

October 2025, IDC #US53685225e

Please see the Appendix for detailed methodology, market definition, and scoring criteria.

## ABOUT THIS EXCERPT

The content for this excerpt was taken directly from IDC MarketScape: U.S. Defense and Intelligence Agencies AI Services Vendor Assessment (Doc # US53685225).

## IDC OPINION

Defense and national security technology procurement professionals have more options every day as established vendors, and rising entrants have new artificial intelligence (AI) products and services to offer. Afterall, artificial intelligence promises to reshape how work gets done, the nature and structure of military and national security organizations, and even the battlefield. But to drive organizational value from AI requires services from companies that understand the technology and the mission of the end user. This IDC study represents a vendor assessment of the 2025 U.S. national security and defense artificial intelligence services market through the IDC MarketScape model to help contracting officers, COTRs, and procurement professionals understand the different potential services firms that understand both the technology and the mission.

Services firms have been at the forefront of transforming U.S. Defense and national security agencies by transforming internal operations to better align with mission outcomes through reduced complexity, deeper understanding and analysis, and improved productivity. They do this by investing in building agency and mission-specific IP and accelerators that clearly articulate a path for enabling mission outcomes through AI adoption.

Key findings from the research separate from the individual vendor evaluations include:

- The most important vendor attribute according to both the vendors and the customers was the ability to execute against mission outcomes. The mission outcome could be a back-office function such as more efficient personnel management, or it could be a front edge function such as intelligence analysis within a C4ISR system.
- For defense, the primary objectives of agencies and offices adopting AI are for faster decision-making, to improve operational efficiency, better force planning, and better logistical operations. It is critical for vendors to be aligned with these objectives.

- Although there are significant opportunities for AI on military-specific applications such as weapons platforms, there is a significant number of opportunities for AI and AI services in the business of running a government organization such as in finance, logistics, personnel and human resources, communications, and other foundational business operations.

## IDC MARKETSCAPE VENDOR INCLUSION CRITERIA

- U.S. national security, defense, and intelligence agency–contracted AI services revenue of at least $50.0 million over the past calendar year
- Broad range of offerings across the life cycle of AI business and IT services (e.g., project based, managed, support, and training) (The vendor must generate at least 10% of its total revenue from IT *services* as a percentage of the total across business and IT services.)
- AI services offerings and solutions addressing U.S. national security, defense, and/or intelligence agencies, with at least three existing national civilian U.S. national security government customers that are currently collaborating with the vendor to design, develop, pilot, and/or implement AI solutions
- The vendor to be technology *agnostic* (meaning it cannot be the IT services branch of a hardware or software vendor offering products used across the AI solution stack.)
- Go-to-market *alliances* with a range of AI software and hardware providers, including, but not limited to, global hyperscalers like AWS, Google, and Microsoft, and AI specialists like Anthropic, OpenAI, and Palantir Technologies

Note that all companies included here have strong AI services capabilities and at least some relevant defense experience, but these companies currently face unprecedented challenges from DOGE efficiency initiatives and federal spending cuts that have resulted in substantial contract losses and workforce reductions, which should be carefully considered when evaluating current capability and future contract performance risk.

## ADVICE FOR TECHNOLOGY BUYERS

- **Ability to assess organizational readiness.** Defense organizations must start with a clear and complete picture of the workflow, processes, and underlying technologies. Evaluate the methodologies and experience that vendors have in assessing organizations before actually supporting the implementation of the technology.

- **Aligning technologies, AI, and services to mission.** Some services companies focus on building expertise around certain AI models, platform offerings, technology foundations, or deployment models (going deep), while others invest in a breadth of options (going wide). With deep expertise, agencies will be able to scale expertise that focuses on a particular solution. With wide expertise, agencies will reduce the risk of lock-in but may miss out on driving deep value toward the mission.
- **Vendor security and classified information profile.** Data, model, and process security are significant issues for defense and national security organizations in implementing AI. Evaluate whether the vendor has the necessary security credentials and experience for the specific set of use cases to be implemented.
- **Support for reskilling.** Implementation of AI will frequently require reskilling focused both on the technology and on the revised workflows and processes in government defense and national security organizations. Weigh the ability for the vendor to support ongoing reskilling efforts both directly and in a train-the-trainer model.
- **Corresponding resources to command footprint.** Defense and national security executives should consider how accessible these AI services capabilities and competencies are near their specific command or agency. This includes ensuring all personnel and resources are United States–based or allied-based and cleared.

## VENDOR SUMMARY PROFILE

This section briefly explains IDC's key observations resulting in a vendor's position in the IDC MarketScape. While every vendor is evaluated against each of the criteria outlined in the Appendix, the description here provides a summary of each vendor's strengths and challenges.

## Accenture Federal Services

IDC has positioned Accenture Federal Services in the Leaders category in this 2025 IDC MarketScape for U.S. defense and intelligence agencies AI services.

### Background

Accenture Federal Services is a wholly owned subsidiary of Accenture LLP, serving as one of the prominent U.S. federal technology companies headquartered in Arlington, Virginia. The organization employs 15,500 dedicated federal professionals. Accenture Federal operates through multiple specialized centers including the Data & AI Center of Excellence with Google Public Sector launched in 2024, the Federal AI Solution Factory for rapid AI prototyping, and partnerships with Palantir Technologies designating

Accenture Federal as the preferred implementation partner for federal AI deployments. The company maintains strategic alliances with Amazon Web Services, Databricks, Microsoft Azure, and other cloud providers for multicloud AI implementations.

The organization provides AI-powered solutions through platforms including the Accenture Insights Platform (AIP) for Government, CloudTracker for automated financial management, and specialized AI applications for patent examination, cybersecurity threat detection, and supply chain orchestration. Key defense offerings include Enterprise-to-Edge Data Fusion, Predictive Supply Chain Orchestration, and Operationalize Financial Intelligence capabilities developed through the Palantir partnership. Accenture Federal maintains FedRAMP authorization for multiple platforms including Managed Extended Detection and Response (MXDR) cybercapability, Federal Cloud ERP solutions, and the Accenture Insights Platform for Government. The company operates as an authorized FedRAMP Third Party Assessment Organization (3PAO) and maintains comprehensive security clearance infrastructure supporting classified AI workloads.

## Strengths

- **Broad AI partnership ecosystem.** Accenture Federal combines the preferred implementation partnership with Palantir Technologies, Centers of Excellence with Google Public Sector, and multicloud capabilities across AWS, Databricks, and Microsoft Azure, providing defense CIOs access to best-in-class AI technologies while avoiding vendor lock-in and ensuring mission flexibility through 1,000 certified data and AI professionals.
- **Large-scale AI implementation capability.** Recent AI services contract wins demonstrate capability to deliver enterprise-scale AI transformation for mission-critical defense and intelligence operations.
- **Federal mission understanding and scale.** With 15,500 dedicated federal professionals serving every cabinet-level department and expertise across defense, intelligence, public safety, and civilian agencies, Accenture Federal combines mission-specific knowledge with the global resources of Accenture's 774,000-person enterprise to deliver AI solutions at scale.

## Challenges

- **Vulnerability to political and budget changes.** While maintaining deep technical capabilities and established relationships, Accenture Federal faces risk from federal spending cuts demonstrating vulnerability to administration policy shifts and DOGE efficiency initiatives.

- **Premium pricing model scrutiny.** Despite delivering comprehensive AI solutions and outcomes, Accenture Federal pricing structures have drawn scrutiny in competitive evaluations and contract protests.
- **Dependence on strategic partnerships.** Although building strong alliance relationships enables access to cutting-edge technologies, the substantial reliance on Palantir, Google, and other technology partners for core AI capabilities may limit operational flexibility and create potential risks if partnership terms change or technology road maps diverge.

## Consider Accenture Federal Services When

- **Large-scale enterprise AI transformation across multiple domains.** Defense & Intelligence CIOs managing comprehensive AI modernization initiatives spanning cloud infrastructure, data analytics, cybersecurity, and mission applications will benefit from Accenture Federal's ability to deliver integrated AI solutions at scale and established partnerships with key technology providers.
- **Multiagency AI integration and interoperability requirements.** Program managers requiring AI solutions that can operate across defense, intelligence, and civilian agencies should leverage Accenture Federal's unique position serving all cabinet-level departments with standardized approaches to AI implementation, data fusion, and security controls that enable seamless inter-agency collaboration.
- **Rapid AI prototyping and innovation for mission-critical applications.** Agency leadership seeking accelerated AI development and deployment capabilities should consider the Federal AI Solution Factory partnership with Google and Palantir integration, which enables cost-effective proof-of-concept development before committing to large-scale AI implementations across defense missions.

# APPENDIX

## Reading an IDC MarketScape Graph

For the purposes of this analysis, IDC divided potential key measures for success into two primary categories: capabilities and strategies.

Positioning on the y-axis reflects the vendor's current capabilities and menu of services and how well aligned the vendor is to customer needs. The capabilities category focuses on the capabilities of the company and product today, here and now. Under this category, IDC analysts will look at how well a vendor is building/delivering capabilities that enable it to execute its chosen strategy in the market.

Positioning on the x-axis, or strategies axis, indicates how well the vendor's future strategy aligns with what customers will require in three to five years. The strategies category focuses on high-level decisions and underlying assumptions about offerings, customer segments, and business and go-to-market plans for the next three to five years.

The size of the individual vendor markers in the IDC MarketScape represents the market share of each individual vendor within the specific market segment being assessed.

## IDC MarketScape Methodology

In this study, IDC evaluated AI services vendors specific to the U.S. defense and intelligence agencies space based on information provided in writing, gathered through desk research, and through briefings by participating vendors. IDC also collected feedback from defense and national security customers when available on their perception of the capabilities of these vendors.

IDC MarketScape criteria selection, weightings, and vendor scores represent well-researched IDC judgment about the market and specific vendors. IDC analysts tailor the range of standard characteristics by which vendors are measured through structured discussions, surveys, and interviews with market leaders, participants, and end users. Market weightings are based on user interviews, buyer surveys, and the input of IDC experts in each market. IDC analysts base individual vendor scores, and ultimately vendor positions on the IDC MarketScape, on detailed surveys and interviews with the vendors, publicly available information, and end-user experiences in an effort to provide an accurate and consistent assessment of each vendor's characteristics, behavior, and capability.

## Market Definition

IDC defines AI services as the combination of project-oriented services (e.g., business and IT consulting, systems integration, and custom application development), managed services (e.g., application management, IT outsourcing, and hosting infrastructure services), and support services (e.g., hardware and software deploy and support and IT training). For this IDC MarketScape, IDC considers project-oriented services, managed services, and support services aimed at designing, implementing, and operating AI platforms and applications.

IDC defines national security agencies, military and defense agencies, and intelligence agencies as the non-civilian and civilian departments and agencies delivering national security and military missions as described by NAICS code 92 and NACE code 84-Section O at the national level. This excludes nonnational security civilian agencies,

state and local governments, public schools and universities, public hospitals and other health institutions, and public corporations such as utilities, public transit, or postal services.

## LEARN MORE

## Related Research

- *IDC Market Glance: AI Technologies in Defense and National Security, 3Q25* (IDC #US53761725, September 2025)
- *Industry AI and Cloud Path 2025: Industry Banner Books for Financial Services, Government, Education, Healthcare, Hospitality and Food Service, and Life Sciences* (IDC #US53784625, September 2025)
- *The American AI Action Plan: Implications for DoD, Allies, and Technology Suppliers* (IDC #US53709225, August 2025)
- *2025 AWS Public Sector Summit: Making the Cloud Foundational to Government and Public Sector* (IDC #US53663825, July 2025)
- *SCSP AI+ Expo: Focusing on AI in National Security* (IDC #US53662825, July 2025)
- *Generative AI Use Case Taxonomy, 2025: National Security, Defense, and Intelligence* (IDC #US53530725, June 2025)
- *IDC Market Glance: Generative AI Services in U.S. Defense and Intelligence, 2Q25* (IDC #US53552125, June 2025)
- *Worldwide GenAI Industry Use Case Early Adoption Trends, 2025: National Security, Defense, and Intelligence* (IDC #US53318125, April 2025)
- *Introducing the National Security, Defense, and Intelligence Program: Focusing on Mission Technology Investments and Outcomes* (IDC #US53234825, March 2025)
- *IDC Market Glance: Emerging Technologies in National Security and Defense, 1Q25* (IDC #US53224225, March 2025)

## Synopsis

This IDC study is a vendor assessment employing the IDC MarketScape model of the artificial intelligence (AI) services available to the U.S. Defense and National Security market. This assessment uses both quantitative and qualitative characteristics that agency customers find critical in the AI services market. The evaluation is based on a comprehensive framework that assesses vendors relative to the criteria and to one another and highlights the factors expected to be the most influential for success in the U.S. Defense and National Security market in both the short term and the long term. U.S. professional services firms are scaling up their investment in AI expertise and solutions to support U.S. Defense and National Security mission outcomes.

"AI is becoming both a foundational and a transformational technology within the U.S. Department of Defense and various other national security agencies to both improve productivity and transform how the military operates," said Alan Webber, program vice president for Defense, Intelligence, and National Security at IDC. "That means service providers will play a critical role supporting both national security agencies and technology vendors and driving value and mission outcomes from the investments in AI."

## ABOUT IDC

International Data Corporation (IDC) is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology markets. With more than 1,300 analysts worldwide, IDC offers global, regional, and local expertise on technology, IT benchmarking and sourcing, and industry opportunities and trends in over 110 countries. IDC's analysis and insight helps IT professionals, business executives, and the investment community to make fact-based technology decisions and to achieve their key business objectives. Founded in 1964, IDC is a wholly owned subsidiary of International Data Group (IDG, Inc.).

## Global Headquarters

140 Kendrick Street
Building B
Needham, MA 02494
USA
508.872.8200
Twitter: @IDC
blogs.idc.com
www.idc.com