Gartner

Securing the Right AI Ecosystem

Secure AI leadership with the right ecosystem

No single provider has the scale necessary to deliver AI transformation on its own. Traditional “best-of-breed” solutions will become “best-of-ecosystem” solutions.

Having an alliance or partnership alone is not enough. Providers need relationships that differentiate and distinguish themselves beyond upsell, co-sell and other motions.

High-tech ecosystems are evolving as customers scale AI. Alliances and partnerships must create value beyond going to market.

Next-generation ecosystems create new challenges for tech general managers:

- → Growth means delivering enterprise impact, not just products. Open solutions and co-creation are essential.
- → Focus on strengths and cut spend on offerings that don’t drive outcomes. Curate partners who truly add value.
- → Use the right partners to expand your value and treat AI as a catalyst for a more agile and efficient business transformation, rather than a standalone feature.



Michelle Bazargan
Managing Vice President

Your roadmap to success

Ninety percent of high-tech providers will have to collaborate with other providers to field AI-related solutions. These ecosystems will be deeper, more operationally oriented and drive solutions rather than traditional go-to-market alliances. Providers who do not have the right ecosystem or participate in too many ecosystems will find their markets limited and will fall behind in the race.

Gartner helps tech general managers win AI leadership by transforming them from product leaders into ecosystem architects who orchestrate partners, platforms and business models to deliver AI-driven outcomes at scale.

Design the full solution, not just your part.

1. **Curate partners, startups and channels continuously.**
2. Employ nontraditional business models.
3. Lead a dynamic ecosystem.

2 key outcomes to consider in Step 1

Shift focus from your own portfolio to solutions that address the full client business impact.

Ensure solutions deliver answers, actions and business outcomes.

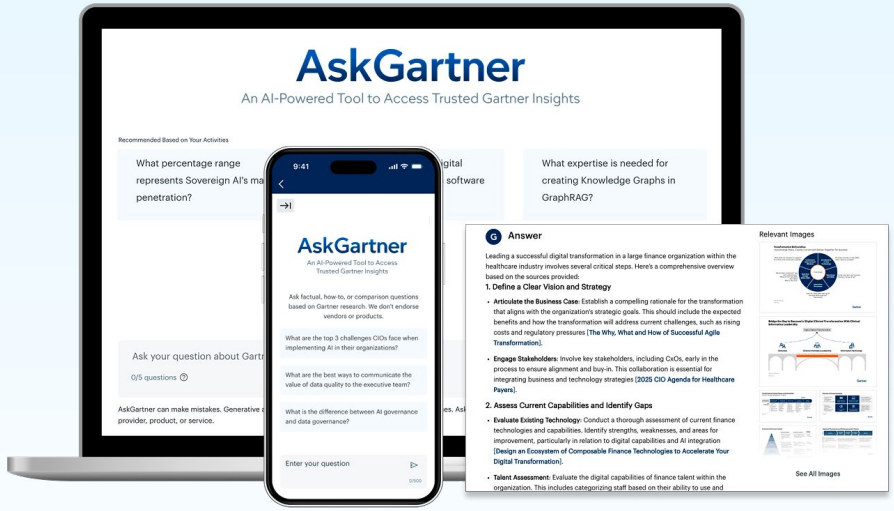
Key questions

Gartner clients can ask questions like these directly on AskGartner.

Gartner clients can click to explore answers.

Do we define our products and services based on the totality of an enterprise's business impact, or are we limiting our solutions only to the products we own?	Explore Answer ↗
Are we transitioning from a "best-of-breed" strategy to a "best-of-ecosystem" approach to absorb AI's technical complexity on behalf of our customers?	Explore Answer ↗
Are we prioritizing open solutions and co-creation over closed, proprietary models to ensure we can keep pace with the market?	Explore Answer ↗
Have we implemented next-generation ecosystem models that create mutual incentives and a "flywheel" for growth across our products and commercial teams?	Explore Answer ↗
Are we engaging and integrating potential competitors, such as AI-native startups, onto our platform to increase its long-term "stickiness"?	Explore Answer ↗

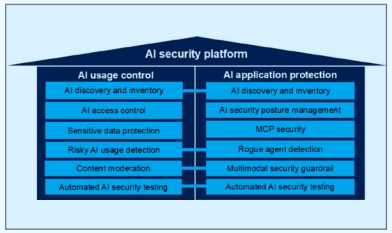
Your peers use AskGartner to answer these questions in minutes.



Learn More

Gartner resources turn your priorities into plans and actions

Design the full solution, not just your part.



Webinar: Tech GMs: Win the AI Security Battle With an AI Security Platform ↗

Curate partners, startups and channels continuously.



Insights: Top 3 Strategic Priorities for Tech General Managers ↗

Employ nontraditional business models.



Infographic: 4 Disruptions Service GMs Must Address ↗

Lead a dynamic ecosystem.



Infographic: 4 Market Disruptions Software GMs Must Address ↗

Engage with Gartner

- Connect with an analyst to identify, review and refine your AI strategy for sales.
- Run a working session to deep dive on your ecosystem strategy.
- Get guidance from your Executive Partner on change management best practices throughout your journey, including how best to overcome roadblocks along the way.

Expected outcomes

- Identify where potential partners have more to offer than the “home” solution.
- Compare the ecosystem’s capabilities to the complete picture of client demand.

Client Story

BMC Sharpens Its AI Strategy and Product Vision With Gartner

Mission-critical priority

BMC Software sought Gartner support to navigate the company's shift toward business-outcome-driven automation and AI-ready data orchestration.

How BMC leveraged Gartner resources

BMC worked with Gartner to validate its strategy through data-driven insights and analyst-led working sessions. It utilized Gartner gap analysis, peer insights and market reports to identify growth opportunities and enhance its value proposition.

Additionally, leadership used AskGartner to rapidly access synthesized insights, providing an external, data-backed lens to rigorously pressure-test its strategy and assumptions.

Mission accomplished

By working with Gartner, BMC achieved significant strategic clarity and developed a more coherent, market-aligned roadmap for automation and AI.

This collaboration accelerated its internal decision-making processes and improved team alignment, ultimately driving faster execution and measurable business impact.

View the full story ↗

Address your other mission-critical priorities

Navigate and thrive in the intelligence supercycle.

20 years of sustained growth will be driven by business adoption of new technologies in the AI supercycle.

Accelerate revenue and market multiples with scalable AI strategies.

10x improvement in operations is needed to justify investment and adoption.

Secure AI leadership with the right ecosystem.

90% of high-tech providers will have to collaborate with other providers to field AI-related solutions.

Connect with us

Get actionable, objective business and technology insights that drive smarter decisions and stronger performance on your mission-critical priorities.

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