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The Autonomous Shift: Preparing Tech, Tech Services & BPM Companies for the Agentic AI Era

An In-depth Look at M&A Trends Shaping Agentic AI Landscape

JUN 2025

Introduction to Agentic AI

Agentic AI refers to artificial intelligence systems capable of autonomous decision making and execution in dynamic environments without human intervention

Definition

Key Differentiation

Unlike traditional AI, which primarily assists human decision making, Agentic AI operates autonomously, adapting to changing conditions in real-time

Market Importance

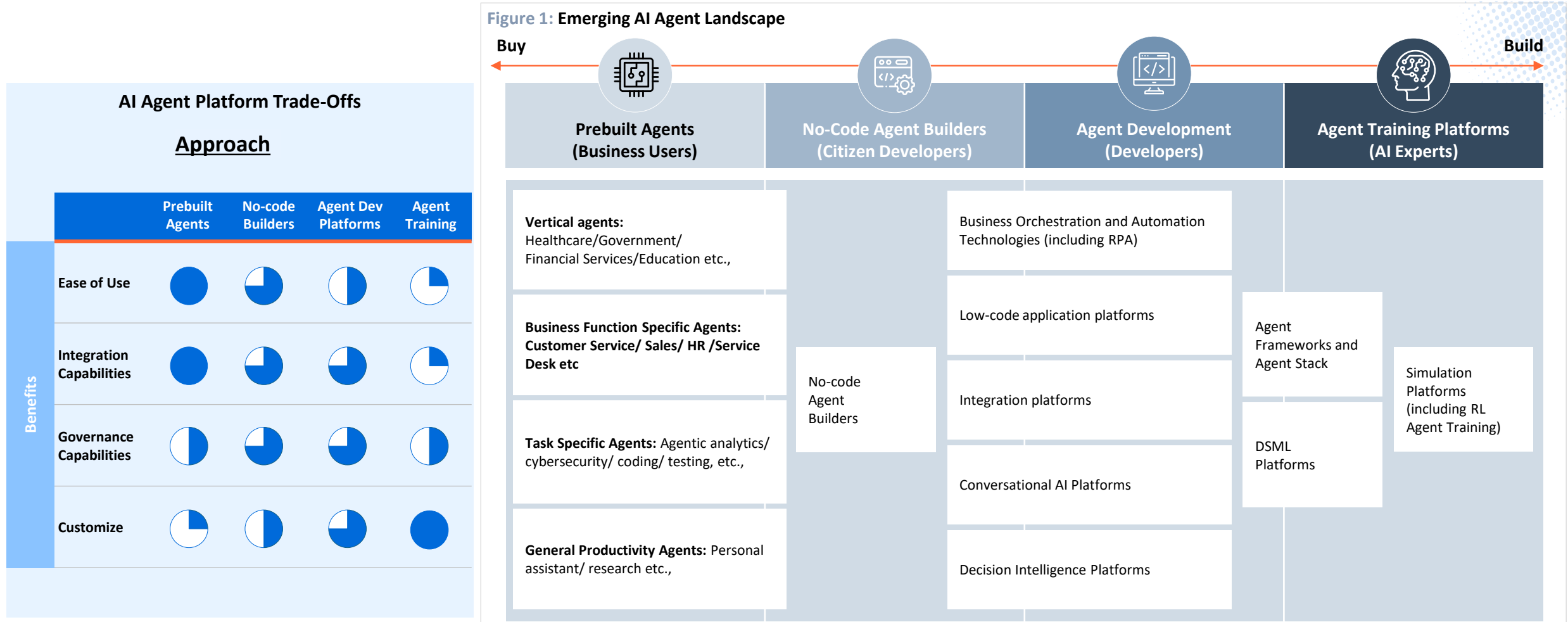
Agentic AI is pivotal in sectors such as customer experience, finance, healthcare and manufacturing, where real-time decision-making and operational efficiency are critical

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From Hype to Reality: Mapping the AI Agent Landscape



In a landscape crowded with agent-washing and hype, success depends on distinguishing real breakthroughs from marketing spin and prioritizing AI agents that deliver measurable impact

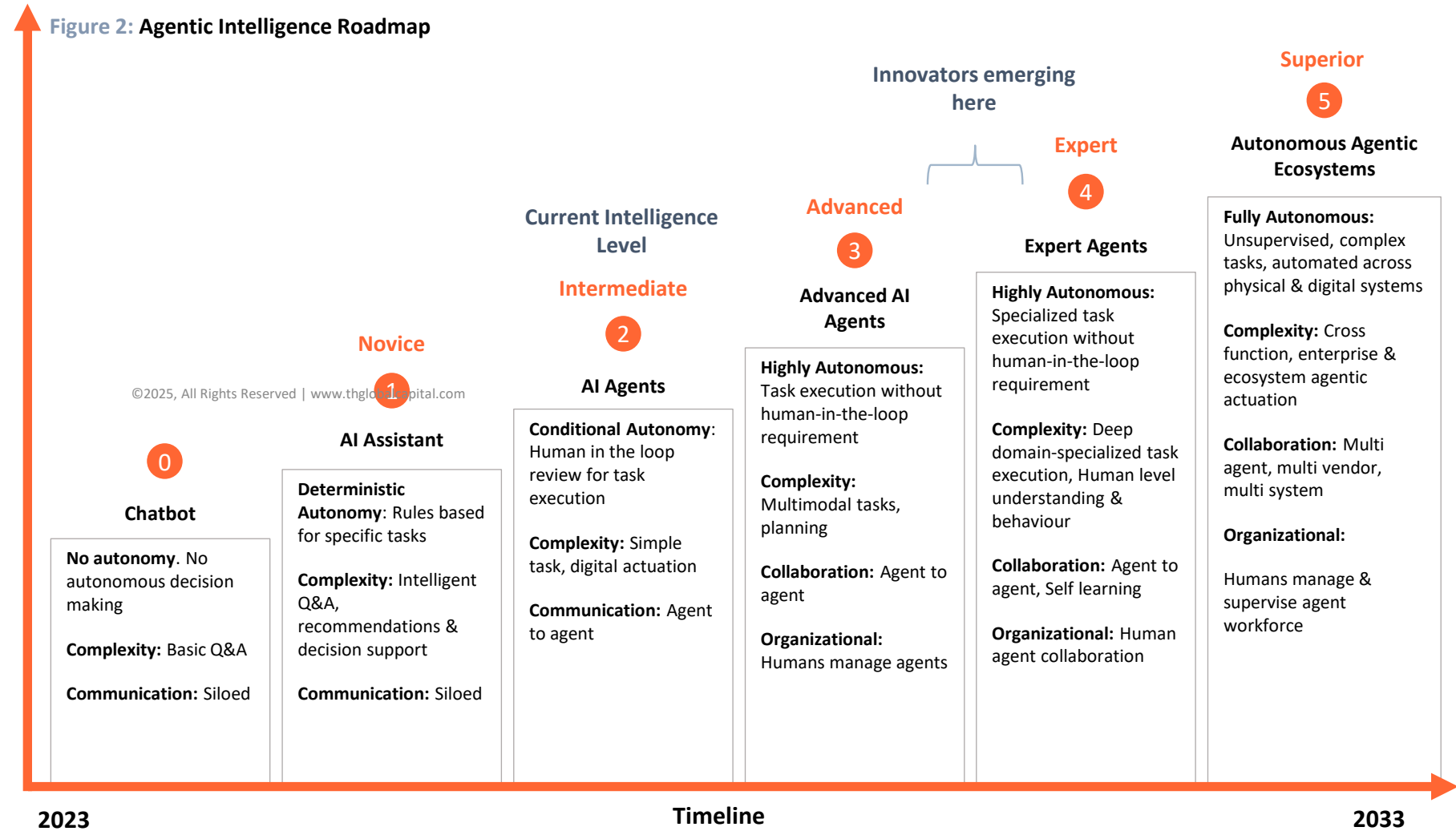
Understanding Agentic AI: Capabilities, Risks, and the Road Ahead

Key Attributes

- “Agency” system is capable of autonomous action without human supervision
- Reasoning and planning capability to handle complex multi-step workflows
- Adaptive response based on sensing changes in environment

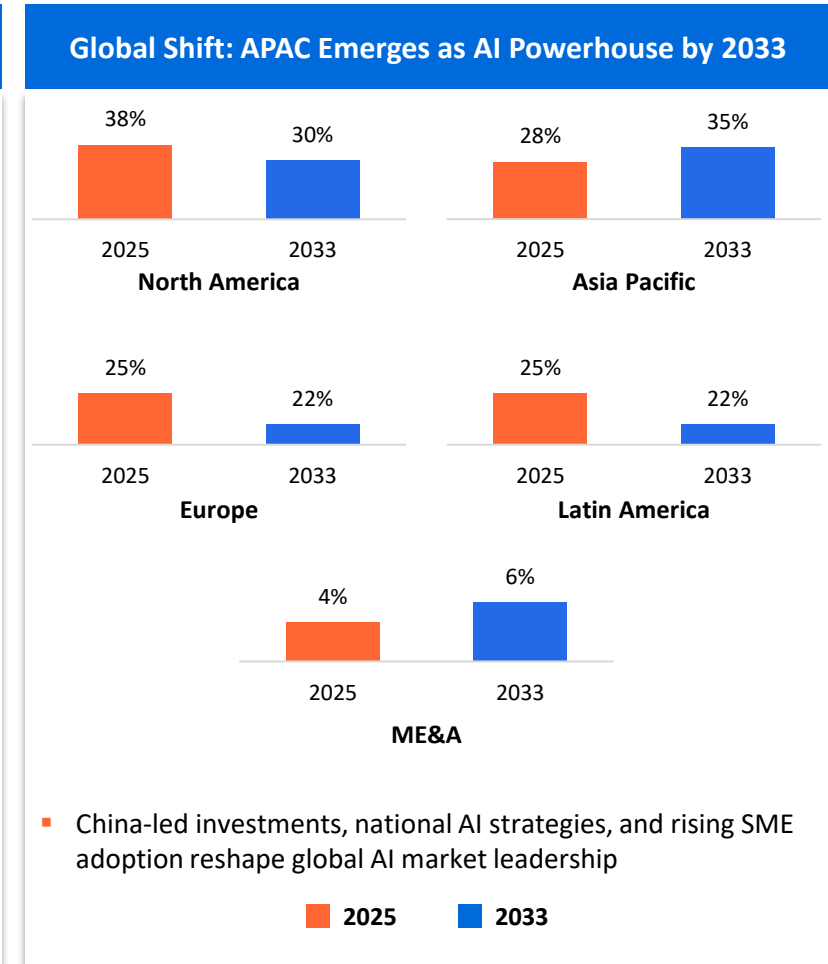
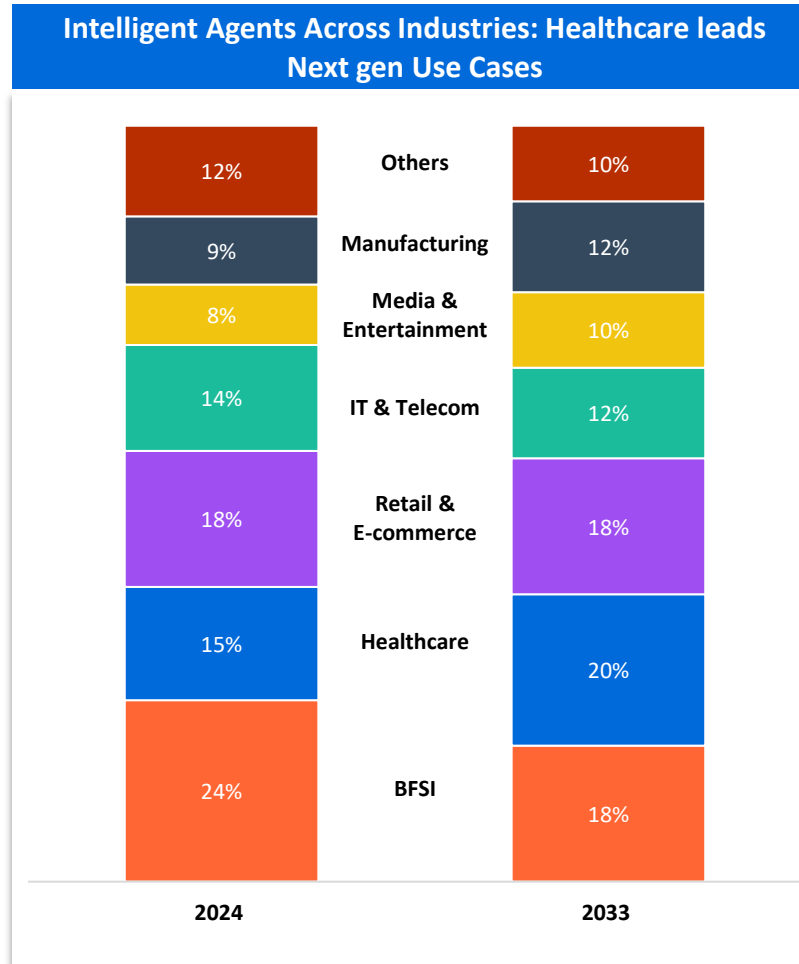
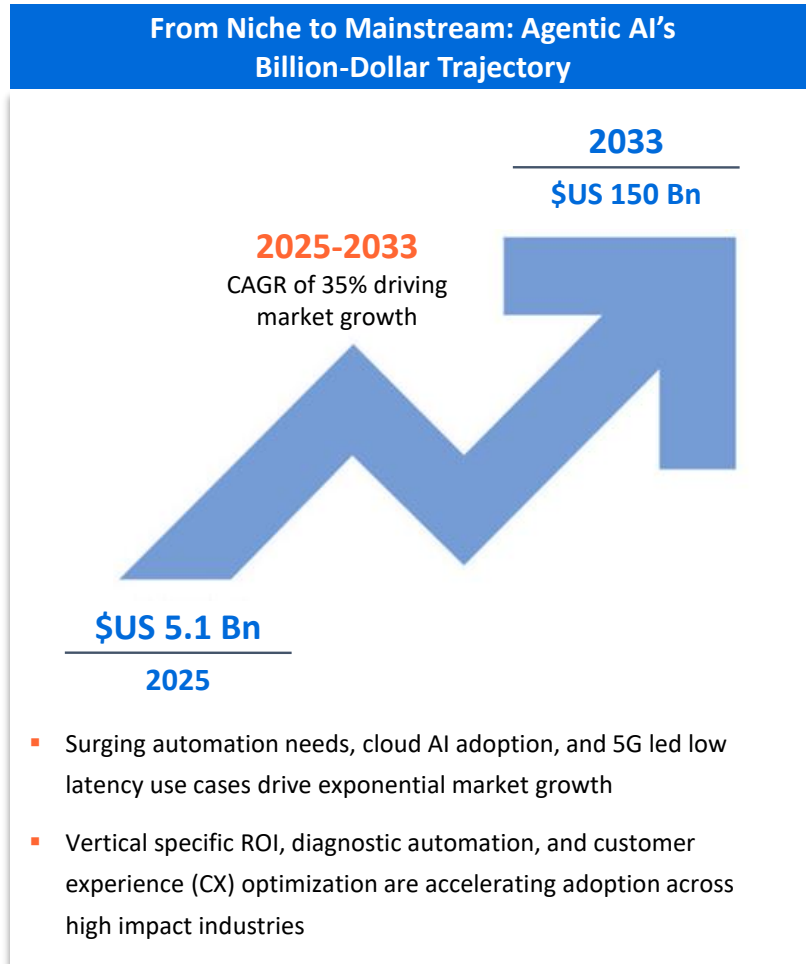
Risks

- Multiple points of failure in complex distributed systems
- Security vulnerabilities are often found at the interface between subsystems
- Current gap in observability monitoring and explainability



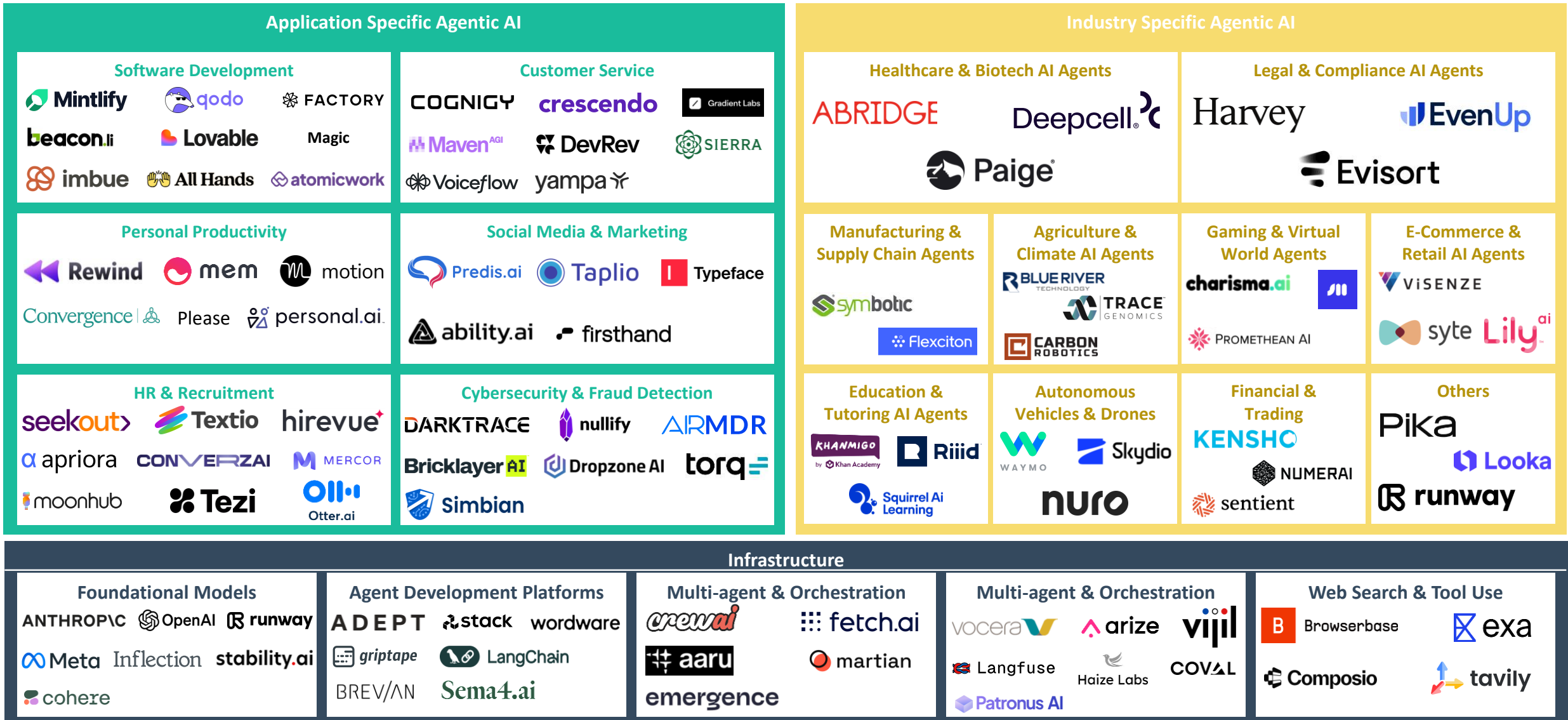
As agent intelligence matures, so do the risks – scalability, oversight, and coordination become strategic imperatives

Agentic AI Market to Reach US\$ 150 Bn in 2033 Driven by Digitization, Cloud AI & Sector Specific ROI



Agentic AI to scale 30X by 2033 led by cloud adoption, sectoral roi and APAC driven digitization

The Agentic AI Ecosystem: Key Players and Pioneering Technologies



Agentic AI Revolution: Leading Industries and Emerging Applications

Integration Complexities

- Disparate Data Source
- System Coherence

Regulatory Challenges

- Compliance Costs
- Data Privacy Laws

Adoption Barriers

- High Upfront Costs
- Skilled Labor Shortage

Competitive & Economic Threats

- Supply Chain Disruptions
- Market Competition



Banking, Financial Services & Insurance

Use Cases

- Autonomous Fraud Detection
- AI-Powered Underwriting
- Personalized Financial Advisory



Healthcare

Use Cases

- Virtual Care Agents
- Clinical Decision Support
- Automated Claims Processing



Retail & Ecommerce

- Intelligent shopping Assistants
- Autonomous Inventory Management
- Dynamic Pricing Engines

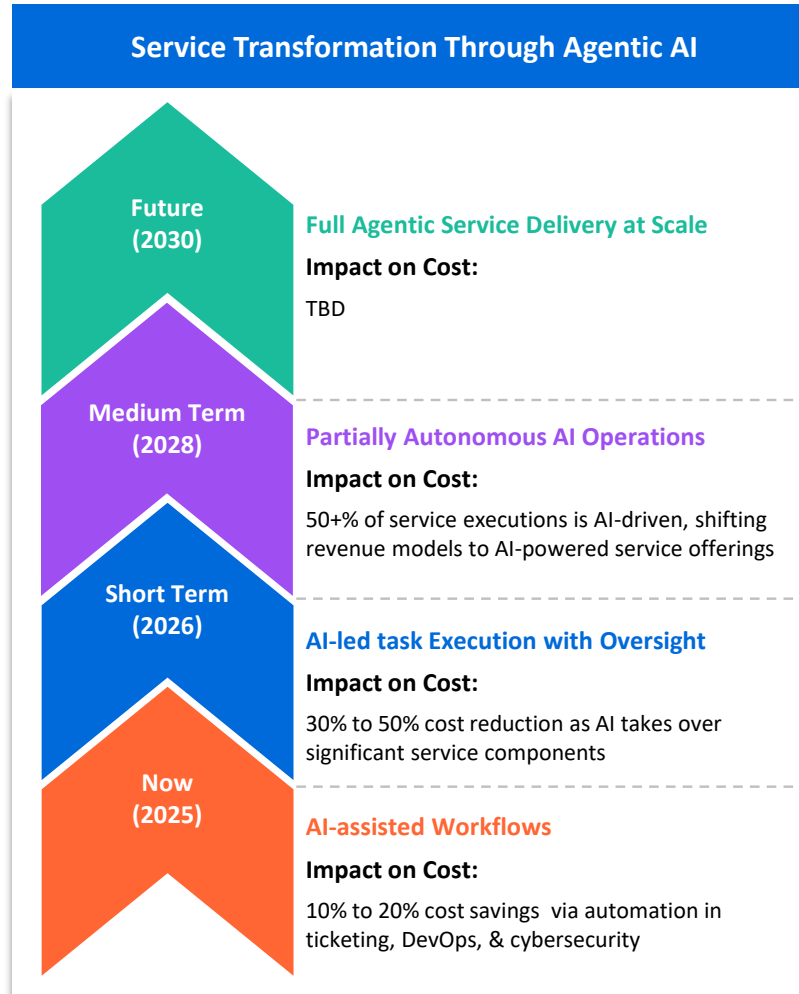
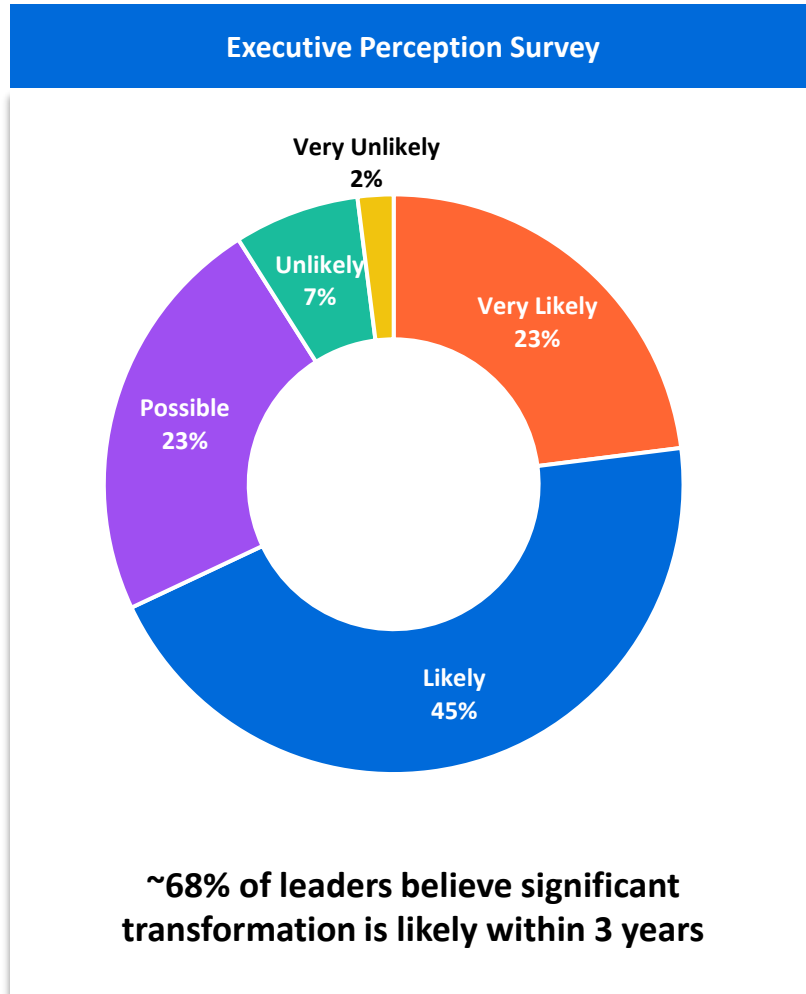


IT & Telecom

- Self Healing IT Infrastructure
- Network Optimization
- Automated Customer Support

Showcasing the transformative impact and future of GenAI across pivotal sectors

Agentic AI Disruption in Professional & IT Services : A Tipping Point by 2028



- ### Transformation Themes
- 1 Evolving Operating Model**
Past: Growth = More People
Now: Growth = More Intelligent Agents

 - 2 New Value Creation Model**
 Shift from “Billable Hours” -> **AI-driven Service Delivery**
 Lower Marginal Cost, Higher Scalability

 - 3 Strategic Imperatives for Providers**
 Rethink Cost Structures (less human ops)
 Invest in AI R&D (From less than 1% to ~5% of Revenue)

 - 4 Buyer Side Disruption**
Budget Shift: Talent → Subscriptions
 Need for New Governance, AI Compliance

Agentic AI is not just enhancing workflows- It's redefining value creation, scalability, and the economics of professional services

Agentic AI in Tech: From Hype to Measurable Impact

Executive Adoption Trends

93%

Of \$1 Bn+ US tech firms express high interest in agentic AI

Source: UiPath 2025 Report

84%

Of CIO's believe AI will be as transformative as the internet
but only 11% have achieved full adoption

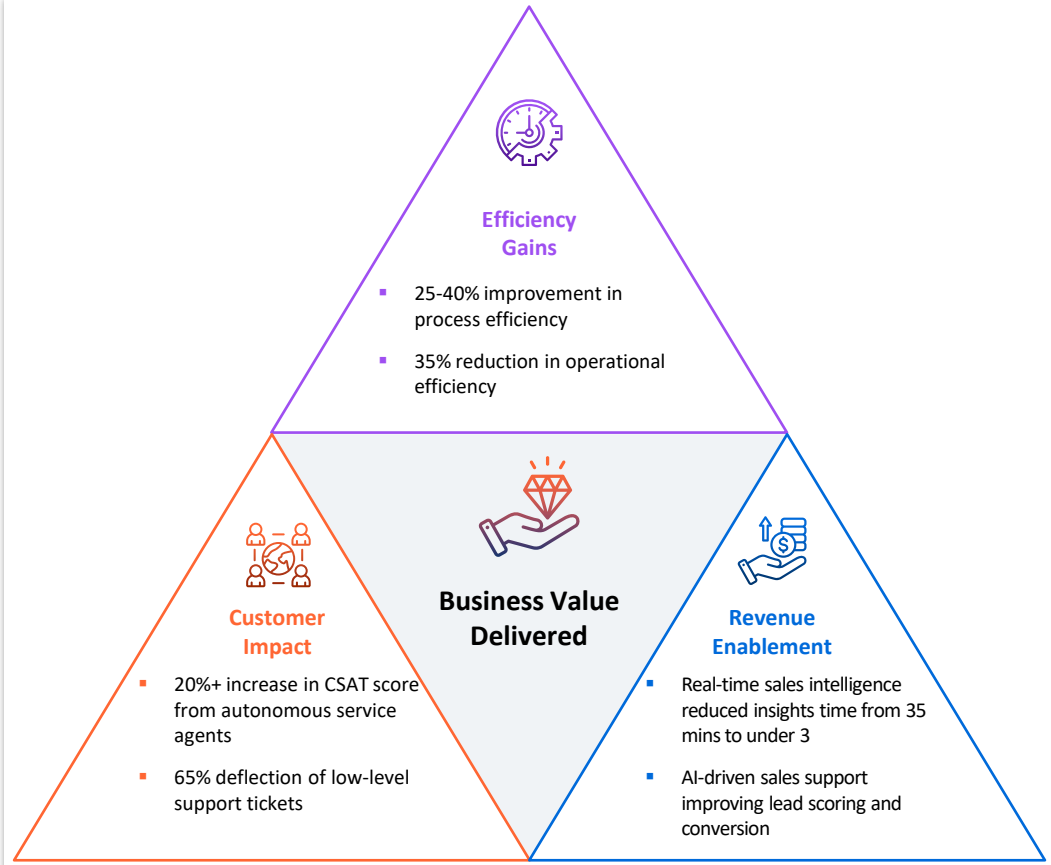
Source: Salesforce.com

1 Bn

Agents are expected to be powered by Agentic-AI globally by FY 26

Source: Salesforce.com

Business Value Delivered



Enterprise Use Cases and Implementations of Agentic AI

Front Office		Implementations
Use cases		
Sales & Marketing	AI Briefers, Segmentation, Targeting	SAS GONG
Customer Experience	On-Page personalization, guided discovery	Shark NINJA salesforce
Middle Office		Implementations
Use cases		
HR & IT	AI-led onboarding, internal ticketing, developer productivity	xerox shopify
Compliance & Finance	On-Page personalization, guided discovery	Akamai
Back Office:		Implementations
Use cases		
Order Processing & Procurement	AI agents validating requirements	Transcend
Security & Monitoring	Cybersecurity automation, anomaly detection	nccgroup
Barriers to Scale		
58% cite data integration as top hurdle	45% are concerned about governance and compliance	High testing demands due to non-deterministic LLM behaviour

Agentic AI is enabling tech firms to compress time-to-value, scale expertise, and unlock nonlinear growth

Agentic AI Adoption in India IT Sector: Over 80% of Enterprises Embracing Autonomous Agents



80%¹
of Indian organizations are actively exploring autonomous agents, signaling shift towards AI Adoption



50%¹
Prioritize multi-agent workflows, where sub-agents operate under a master agent to achieve goal oriented actions been rolled out into production



70%¹
Of firms aim to leverage Generative AI for automation, highlighting the growing adoption is AI powered autonomous systems

Market Sizing & Adoption Levels

US\$ 132 Mn -> US\$ 1.7 Bn

The Agentic AI market in India is projected to grow from US\$ 132.0 mn to US \$1.7 Bn in 2030 reflecting a robust CAGR exceeding 53%





43% - 45%

India's IT Industry, valued at US \$254 bn, is expected to see 43% -to 45% productivity boost over the next 5 years due to GenAI

Adoption Model

2023 Experimentation	2023-2024 Functional Deployment	2025-26 Scaled Enterprise Transformation
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Top Sectors Driving Adoption

<p>IT Services</p> 	<p>BFSI</p> 	<p>Healthcare</p> 	<p>Public Sector</p> 
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CASE STUDY

Infosys : Industry Agnostic Agentic AI Acceleration

Multi-Agent Architecture: Developed 100 + Custom GENAI Agents across IT Ops, Cybersecurity, and enterprise workflows

Domain Specific Small Language Models: Tailored for BFSI, IT Ops and Enterprise domains

Client Integration: Deployed research agents reducing time to insight from 18days to 8 days in product teams

Use Cases:

- Contract review assistant for legal departments
- Product research agent for internal + external stakeholder use
- GitHub Copilot usage scaled to 20,000+ developers

Outcome:

- Achieved up to **55% reduction time-to-decision** and **~30% improvement in delivery productivity** across early client implementations

India's IT sector eyes \$1.70 Bn Agentic AI market – driven by productivity, automation, and multi-agent adoption

Strategic Initiatives in Agentic AI : Accenture & ServiceNow

accenture AI Refinery & Industry Agent Solutions



AI Refinery Platform

Empowers business users to build and customize AI agents without coding, enhancing agility and accelerating digital transformation



Industry Specific AI Agents

Developing over 50 AI agent solutions across sectors like telecommunications, financial services, and insurance, with a goal of 100 by year-end



NVIDIA Collaboration

Leveraging NVIDIA's Llama Nemotron AI models to enhance reasoning capabilities of AI agents, enabling autonomous decision-making



On-Premise AI Solutions

On-Premise AI Solutions: Partnered with Dell and NVIDIA to offer on-premise AI solutions for regulated industries, ensuring data sovereignty and compliance

servicenow AI Control Tower & Agent Fabric



AI Control Tower

Centralized platform to govern, manage, and secure AI agents, models, and workflows, ensuring alignment with enterprise strategies



AI Agent Fabric

Facilitates communication and collaboration between AI agents, enabling seamless integration across various enterprise applications



Expanded AI Agent Portfolio

Introduced new AI agents for IT Service Management (ITSM), IT Operations Management (ITOM), and Strategic Portfolio Management (SPM), enhancing autonomous IT management.



Strategic Partnerships

Collaborating with companies like Accenture, Adobe, and Microsoft to integrate AI Agent Fabric, expanding the ecosystem of interoperable AI agents

Both companies are reshaping enterprise AI by embedding intelligent agents into real-time decision-making across sectors and operations

Agentic AI Funding Momentum: From Venture Capital to Strategic M&A

Figure 2: Deal Activity & Capital Invested in US \$ Millions

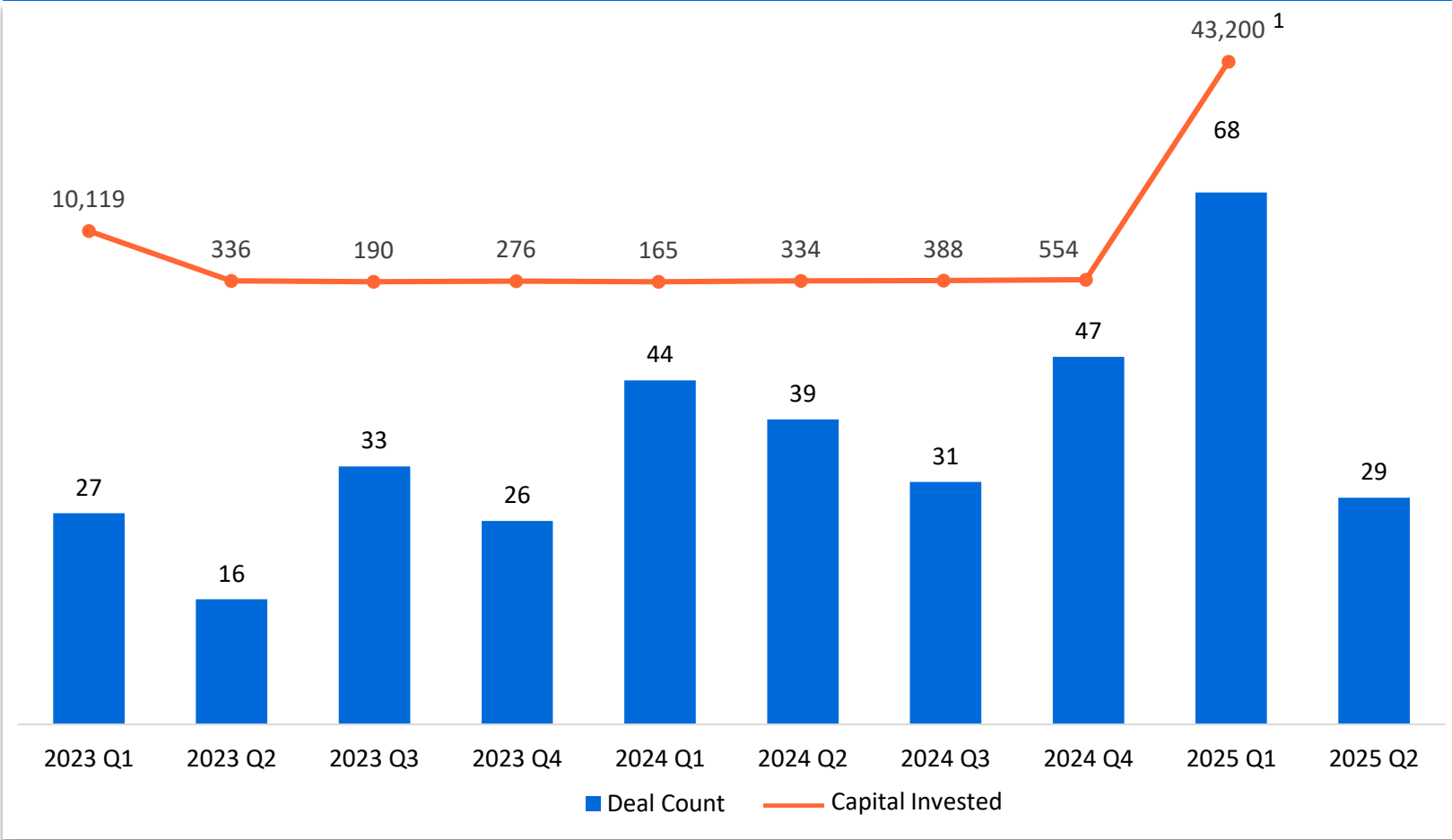
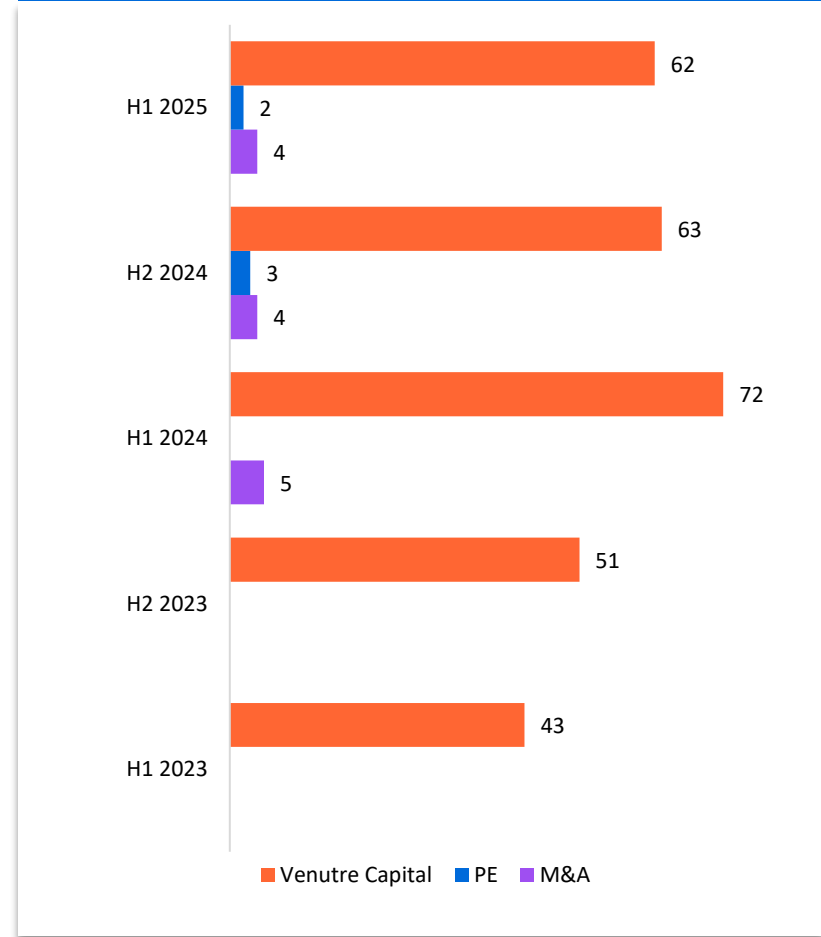









































Figure 3: Deal Activity Count by Investor Type

































Investor confidence in Agentic AI is accelerating, with median deal sizes more than doubling- from US \$1.9 Mn in 2023 to US \$3.95 MN in Q1 2025 – reflecting a strategic shift toward infrastructure and ecosystem scale-up

Who's Investing in Agentic AI: Top 10 and Their Active Investments
























Investor*	Investment Type	#of Investments	Key Investments
 Y Combinator	Financial	89	   <small>Powering a better return on risk</small>
 Antler	Financial	24	  
 Sequoia Capital	Financial	21	  
 Pioneer Fund	Financial	14	  
 Khosla Ventures	Financial	13	  
 Alibaba Group	Strategic	12	  
 NVIDIA	Strategic	12	  
 Plug and Play	Financial	12	 
 Google	Strategic	8	  
 SAP	Strategic	8	  

*NOTE: Ranking are based on the number of investments, not investment value. VC deals typically involve smaller ticket sizes compared to strategic or institutional investments

Selected Strategic and PE Acquisitions in Agentic AI

Date	Target	Acquirer	Rationale	EV in Mn	Country
May-25	 Windsurf	 OpenAI	Strengthening AI coding assistant capabilities	US \$3,000.00	
Jul-24	 SILO _{AI}	 AMD	Enhancing AI deployment and development scale	US \$665.00	
Apr-25	 Touchcast	 INFINITE REALITY	Enabling conversational and immersive AI experiences	US \$500.00	
Feb-25	 kinara _™	 NXP	Boosting NPU-powered edge AI capabilities	US \$307.00	
Sep-24	 PRELIGENS	 SAFRAN	Advancing AI-driven aerospace and defense analytics	US \$243.50	
May-25	 atombit _™	 palatine	Expanding experience intelligence through strategic acquisitions		
May-24	 wonder DYNAMICS	 AUTODESK	Enhancing 3D animation with accessible AI		
Mar-25	 Halfspace [®]	 accenture	Expanding advanced AI capabilities in Nordics		
Mar-25	 PEAK	 UiPath _™	Advancing vertical AI for enterprise sectors		
Dec-24	 sensoride	 muRata INNOVATOR IN ELECTRONICS	Enhancing radar systems for automotive robotics		

Key Fundraising Transactions in Agentic AI

Date	Company	Funding Round	Select Investors	Rationale
MAR 2025	 OpenAI Artificial Intelligence Software Solution	Funding: US \$40.0 Bn Funding Type: Venture Funded	 SoftBank ALTIMETER	To boost its AI research and infrastructure
MAR 2025	 Anthropic AI Assistant Platform	Funding: US \$3.5 Bn Funding type: Series E	 Lightspeed  Bessemer Venture Partners  CISCO	To expand its AI capabilities and international presence, backed by Lightspeed and other major investors
MAY 2024	 Zhipu AI Artificial Intelligence API Platform	Funding: US \$400.0 Mn Funding type: Venture Funded	 Prosperity7 <small>AN ARAMCO VENTURES FUND</small>  BAI 智源研究院	To develop its AI video and animation studio, raising its valuation to over \$3 Bn
APR 2025	 Runway AI Content Creation Platform	Funding: US \$308.0 Mn Funding type: Series D	 GENERAL ATLANTIC  Baillie Gifford  Fidelity <small>INVESTMENTS</small>	To develop its AI video and animation studio, raising its valuation to over \$3 Bn
JAN 2024	 Kore.ai Conversational AI Platform	Funding: US \$150.0 Mn Funding type: Series D	 FTV <small>CAPITAL</small>  NVIDIA  Beedie/CAPITAL	To enhance its enterprise conversational AI platform and expand globally
OCT 2023	 Objective AI Search Technology	Funding: US \$13.0 Mn Funding type: Seed	 matrix  FIRSTHAND VC  Irregular <small>expressions</small>	To advance its AI search platform, focusing on enhancing business outcomes through intelligent search technology
OCT 2023	 AutoGPT Autonomous Agent Platform	Funding: US \$12.0 Mn Funding type: Venture Funded	 Redpoint.	To expand its open-source autonomous agent platform, aiming to make AI accessible for all through intelligent automation

Key Takeaways: Agentic AI – A Market Entering its Acceleration Phase

Agentic AI has moved beyond proof-of-concept and enterprises are operationalizing use cases and investors are doubling down. As the market shifts from experimentation to infrastructure scale deployments, strategic clarity is critical for staying competitive.

Market Maturity & Trajectory

- Agentic AI is evolving from AI assistants to fully autonomous agent ecosystems
- Enterprises are Transitioning from experimentation to real world deployments especially in IT Services and Tech sector
- Innovator vendors are now positioned between advanced and expert agent stages, pushing the boundaries of automation

Enterprise Adoption Highlights

- High adoption interest across CX, IT Ops, Dev Productivity, Sales, and Finance
- Infosys, TCS, Shopify, Xerox, and Snowflake are deploying multi-agent architectures with real ROI
- Up to 55% time-to-decision gains and 30–40% operational efficiency improvements reported in early rollouts

Investment & M&A Momentum

- Landmark funding rounds: \$10.00 Bn by Microsoft (2023) and \$40.00 Bn for OpenAI (2025) driving capital surges
- Shift from VC-led momentum to increased strategic M&A and PE interest in 2024–2025
- Investor interest is focused on infrastructure, orchestration layers, and domain-specialized agent stacks

Strategic Imperatives for Leaders

- Business models must evolve from talent-led execution to agent-led service delivery.
- Governance, interoperability, and talent upskilling are now critical to scaling safely.
- Firms ignoring AI-agent-based transformation risk margin compression and competitive irrelevance.

Agentic AI isn't a future trend – It's a structural shift reshaping enterprise value creation, funding priorities, and competitive advantage today

About Technology Holdings

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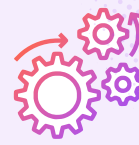
Consultancies



Healthcare & Lifesciences



Business Process Management



Engineering Services

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SINGAPORE

NEW YORK

MELBOURNE

SAN JOSE

SYDNEY

MID-WEST

SAO PAULO

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Technology Holdings' Transactions Track Record

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Cross-Border M&A Consultancy of the Year



Global Technology M&A Advisory Firm of the Year



Client Service Excellence Award



M&A Deal of the Year
(\$50 mn – \$75 mn)



Information Technology Deal of the Year
(\$10 mn – \$50 mn)



Information Technology deal of the year
(under \$100m)



Professional services deal of the year
(over \$100m)



Boutique Investment Bank of the Year Award

Recent Analytics, Data Science & AI Transactions

Apr 2025 



Has been acquired by



AI and Data Science

Jan 2025 



Has been acquired by



AI and Data Science

Oct 2024 



Has been acquired by



AI and Data Science

Apr 2023 



Has been acquired by



**Digital Commerce
Salesforce & AIOPs**

Feb 2023 



Has been acquired by



**Hyperautomation,
BPM, AI & Data Science**

Feb 2022 



Has been acquired by



**Hyperautomation,
AI & Analytics**

Feb 2021 



Has been acquired by



**Life Sciences Omnichannel
Consulting & Insights IP**

Apr 2020 

ADVECTAS

Has been acquired by



Analytics & Data Science

Jan 2016 



Has been acquired by



**Healthcare Analytics
Software**

Jan 2015 



Has been acquired by



**Predictive Operational Analytics
Platform**



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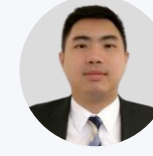


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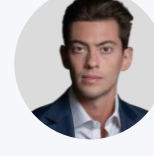


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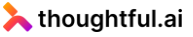















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Agentic AI Activity Tracker: Full list of 2024-2025 Investments (1/3)

Date	Companies	Description	Investors	Investment Type	Deal Size in Mn	Country
May-25	 Sweep	CRM automation platform for Salesforce optimization and scaling	 Bessemer Venture Partners  INSIGHT PARTNERS	VC	US \$22.50	
May-25	 Convergence AI	Browser-based AI agent for automating web tasks	 salesforce	Strategic		
Apr-25	 ASCERTAIN	AI platform for automating healthcare administration tasks	 DEERFIELD Advancing Healthcare®  Northwell Health®	VC	US \$10.00	
Apr-25	 DEERFIELD Advancing Healthcare®	AI operating system for revenue cycle automation	 NMC NEW MOUNTAIN CAPITAL	VC		
Apr-25	 zingly AI	Digital-first platform for customer relationship engagement	Undisclosed Investors	VC	US \$0.60	
Apr-25	 WRITER	Generative AI platform for business workflow automation	 BCapital	VC		
Mar-25	 automaise	AI platform offering virtual customer service agents	 Armirar  BrightPixel Sonae  HCapital  OXYCAPITAL	VC	€ 5.36	
Mar-25	 spangle.ai	Agentic AI platform for personalized shopping optimization	 Madrona  streamlined	VC	US \$6.00	
Mar-25	 collegévine	AI platform automating higher education administration and recruitment	 SILVERSMITH CAPITAL PARTNERS	VC	US \$103.00	
Mar-25	 Moveworks	Generative AI assistant for enterprise productivity automation	 servicenow	VC	US \$2,850.00	
Mar-25	 firsthand	AI brand agent platform for conversational consumer engagement	 Aperiam  CROSSBEAM VENTURE PARTNERS  David Rosenblatt  FIRSTMARK  RADICAL	VC	US \$26.00	
Feb-25	 UNIQUE	Agentic AI workforce platform for financial services	 CommerzVentures  DN Capital®  PICTET  VIPARTNERS	VC	CHF 29.84	
Feb-25	 integrail	No-code AI platform for building business agents	Ratmir Timashev	VC	US \$10.00	
Feb-25	 CONVERZAI	AI recruiting platform for autonomous hiring	 AFORE CAPITAL  foundation capital  LEFT LANE  MENLO VENTURES  RECALL CAPITAL	VC	US \$16.00	

Agentic AI Activity Tracker: Full list of 2024-2025 Investments (2/3)

Date	Companies	Description	Investors	Investment Type	Deal Size in Mn	Country
Feb-25		AI staffing platform for automated candidate hiring		VC		
Jan-25		AI-powered platform for customer experience automation	Undisclosed Investors	VC	US \$15.00	
Dec-24		AI agent platform for automated lead generation		PE		
Nov-24		Conversational AI platform for enterprise customer engagement	     	VC	US \$175.00	
Nov-24		AI agent platform for intelligent codebase understanding	 	VC		
Sep-24		Cognitive automation platform for enterprise-grade applications	 	VC	€12.21.00	
Sep-24		Automated ML deployment platform for multi-cloud environments		VC	US \$250.00	
Aug-24		AI communication platform for omnichannel customer support	 	PE		
Jul-24		Security and governance platform for low-code/no-code apps	    	VC	US \$38.00	
Jul-24		AI operating system for automating RCM workflows	 	VC	US \$20	
Jul-24		AI-driven platform for go-to-market automation	   	PE	US \$12.5	
Jun-24		AI software stack for building LLM products	     	VC	US \$36	
Jun-24		Custom AI assistant for secure enterprise knowledge access	   	VC	16.10	
Jun-24		AI platform for machine-to-machine collaboration	  	VC	US \$9.25	

Agentic AI Activity Tracker: Full list of 2024-2025 Investments (3/3)

Date	Companies	Description	Investors	Investment Type	Deal Size in Mn	Country
May-24		Multi-agent generative AI platform for business automation	           	VC	US \$220.00	
May-24		AI platform transforming unstructured investment data	Undisclosed Investors	Strategic		
Apr-24		AI platform for life sciences R&D automation	   	VC	US \$15.00	
Mar-24		AI platform automating clinical admin workflows	 	VC	US \$7.38	
Feb-24		AI brand agent platform for conversational marketing		VC	US \$6.65	
Feb-24		AI platform for automated test data generation		VC		
Feb-24		Language model framework for building generative AI apps	  	VC	US \$25.00	
Jan-24		Conversational AI platform for scalable customer engagement	  	VC	US \$85.00	
Jan-24		Agentic AI chat platform for automated customer engagement	  	VC		
Jan-24		Human-like AI agents for B2C user engagement	  	VC		
Jan-24		AI-driven platform for scalable life sciences R&D		VC		