Databricks Partner Ecosystem M&A Update

October 2026

M&A commentary

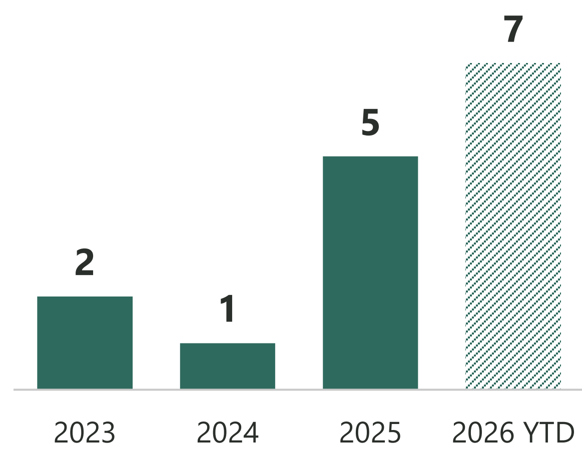
Databricks' growth is expanding the services work available to its partners. The company reported on August 13 that it had surpassed a $7 billion revenue run-rate, growing more than 80% year over year, and closed $5 billion of funding at a $190 billion valuation. Its AI products had crossed a $1.4 billion run-rate by February 2026.[1] Each enterprise workload moving onto the platform requires migration, governance, and engineering work that Databricks directs largely to its consulting partners, and acquirers are paying for firms with proven delivery depth. SierraTide has tracked seven Databricks partner transactions through September 2026, already exceeding the five completed in full-year 2025.

Enterprise AI spending has begun to shift from model development to implementation, which is the work Databricks partners perform. The platform has become a primary environment for enterprise data and agentic AI workloads, and certified delivery capacity on it is difficult to build organically. OpenAI and Anthropic each launched services organizations in May 2026 and acquired implementation firms rather than traditional consultancies, an indication of the value acquirers place on proven delivery teams.

Recent transactions span three buyer types. Global systems integrators and solutions providers are adding scale: Deloitte acquired Wavicle Data Solutions on August 31, and CDW completed its approximately $525 million acquisition of Lovelytics, which works exclusively on Databricks, in September. Financial sponsors are backing specialists with regulated-industry access, as Washington Harbour Partners did with its June investment in Computomic. Databricks Ventures, which led an extension round for Muttdata in July, has participated in four of the fifteen partner transactions since June 2023.

As enterprise AI adoption moves from pilots to production, buyer diligence in recent processes has concentrated on a consistent set of attributes: agentic AI deployments in production with referenceable clients, governance and data management depth on Unity Catalog, recurring managed services revenue, and specialization in regulated or vertical markets. Firms that pair platform engineering with business and domain judgment, and that have begun pricing engagements on outcomes, have tended to draw the broadest buyer interest.

Databricks partner deal count by year



Partner transactions by year. 2026 is year to date through September.

At a glance

15
partner transactions since June 2023

7
transactions in 2026 year to date

~$525M
CDW's purchase price for Lovelytics

4 of 15
targets backed by Databricks Ventures

1. Databricks press releases, February 9, 2026 and August 13, 2026. Transaction counts cover partners whose practices are built primarily on Databricks. Source: SierraTide Advisors' proprietary transaction database; company announcements and press releases. Deal terms are undisclosed except where shown.

Databricks Partner Transaction Activity

SierraTide Advisors

The table lists the fifteen transactions SierraTide has tracked since June 2023 involving partners whose practices are built and focus primarily on the Databricks platform. It covers acquisitions, mergers, and growth and venture rounds, and records where each target is headquartered and what kind of buyer took the stake. Tinted rows mark transactions in which Databricks Ventures invested; a dot in the final column marks the transactions profiled on the pages that follow.

Date	Target	Target HQ	Buyer or investor	Type	Profiled
2026 year to date seven transactions					
Sep 2026	**Climb**	Dallas, TX	RLH Equity Partners	Growth investment	
Sep 2026	**Lovelytics**	Arlington, VA	CDW	Acquisition, ~$525M	•
Aug 2026	**Wavicle Data Solutions**	Chicago, IL	Deloitte	Acquisition	•
Jul 2026	**Muttdata**	US / Latin America	Databricks Ventures	Extension round	
Jun 2026	**Computomic**	Princeton, NJ	Washington Harbour Partners	Growth investment	•
Jun 2026	**Advancing Analytics**	London, UK	Lead Edge Capital	Growth investment	•
May 2026	**v4c.ai**	Scottsdale, AZ	Databricks Ventures, Tquila	Series A	
2025 five transactions					
Nov 2025	**Mesh-AI**	London, UK	Indicium (Columbia Capital)	Merger	
Jun 2025	**XponentL Data**	US	Genpact	Acquisition	
May 2025	**Celebal Technologies**	India / US	InCred PE, Norwest Capital	$15M Series B	
Apr 2025	**Nousot**	US	Lovelytics	Merger	
Jan 2025	**Datalytics**	US	Lovelytics	Acquisition	
2024 one transaction					
May 2024	**Intricity**	New York, NY	Ness Digital Engineering (KKR)	Acquisition	
2023 two transactions					
Sep 2023	**Celebal Technologies**	India / US	Databricks Ventures	Follow-on investment	
Jun 2023	**Lovelytics**	Arlington, VA	Databricks Ventures, Interlock Equity	Strategic investment	

Databricks Ventures participated in the transaction

• Profiled on the following pages

Source: SierraTide Advisors' proprietary transaction database, maintained from company announcements and press releases. Coverage is limited to firms for which Databricks is the principal platform practice; transactions involving multi-platform firms with a secondary Databricks practice are not included. 2026 covers January to September. Terms are undisclosed except where shown.

Lovelytics / CDW

Announced September 2, 2026; completed September 2026

Lovelytics™ *acquired by* → CDW

Acquisition Deal type	**~$525M** Purchase price	**Arlington, VA** Target HQ; US, Canada, Argentina, Colombia	**600+** Specialists	**Brickbuilder** First Databricks Ventures-backed partner

Transaction. Lovelytics, an Arlington-based data and AI services firm founded in 2017 and working exclusively on the Databricks platform, was acquired by CDW for approximately $525 million. The business joins CDW's Data & Analytics Practice, bringing more than 600 specialists across the US, Canada, Argentina, and Colombia. CDW announced completion of the acquisition in late September and does not expect a material impact on its 2026 results.

Rationale. This is the exit case for the Databricks Ventures model. Lovelytics was the first partner Databricks Ventures backed, in June 2023, used that capital to consolidate (Datalytics in January 2025, Nousot in April 2025), and then sold to a reseller that needed certified delivery capacity. At roughly $525 million for a 600-person pure-play, the deal sets the first public scale reference point for this channel.

> *"There is no AI strategy without a data strategy. As our customers move from AI pilots to execution, that journey runs directly through their data."*
>
> Christine A. Leahy, Chair and Chief Executive Officer, CDW

Source: CDW news releases via Business Wire, September 2, 2026 (announcement) and September 2026 (completion); CDW investor relations.

Wavicle Data Solutions / Deloitte

Announced August 31, 2026

wavicle DATA SOLUTIONS *acquired by* → Deloitte.

Acquisition Substantially all assets; terms not disclosed	**Chicago, IL** Target headquarters	**~480** Staff (unconfirmed)	**2013** Year founded	**Multi-cloud** Databricks practice across AWS, Azure, Google Cloud

Transaction. Deloitte acquired substantially all of the assets of Wavicle Data Solutions, a Chicago data and AI engineering firm with a Databricks practice running across all major hyperscalers. Wavicle's industry depth covers consumer goods, manufacturing, financial services, life sciences, and healthcare. The team joins Deloitte's AI and Engineering business, where forward-deployed engineers will build industry-specific solutions inside a Databricks-centric alliance portfolio.

Rationale. Deloitte was already a 2026 Databricks Partner Award winner in three categories, including North America Partner of the Year. This purchase was about engineers rather than positioning: certified data engineering capacity is the binding constraint on enterprise AI delivery, and acquiring roughly 480 people moves faster than hiring them. It is the second GSI-scale acquisition in this channel inside three days.

> *"Modernizing data ecosystems is a critical foundation for enterprises seeking to differentiate through AI."*
>
> Sundhar Sekhar, Chief Services Officer, Deloitte Consulting LLP

Source: Deloitte press release via PR Newswire, August 31, 2026; Deloitte US press room, August 31, 2026.

Computomic / Washington Harbour Partners

Announced June 15, 2026 at Databricks Data + AI Summit

Computomic *growth investment from* → WASHINGTON HARBOUR

Growth investment Deal type	**Majority** Stake; terms not disclosed	**Princeton, NJ** Target headquarters	**~90** Staff (unconfirmed)	**Gold** Databricks delivery partner

Transaction. Computomic, a Databricks delivery partner working on legacy modernization, large-scale migrations, and AI transformation for regulated enterprises, took a strategic growth investment from Washington Harbour Partners LP, a Washington DC firm focused on national security and defense technology. Leadership, culture, and delivery model are retained; the capital funds hiring, industry solutions, and larger engagements in regulated industries and the public sector.

Rationale. Washington Harbour, ranked sixth among defense technology investors in 2026, adds a Databricks modernization capability to a portfolio built around regulated buyers, where Unity Catalog governance is becoming a procurement requirement.

> *"This partnership allows us to accelerate everything we're already doing well without fundamentally changing who we are or how we serve our customers."*
>
> Sanjeev Agarwalla, Co-Founder and Managing Partner, Computomic

Source: Computomic press release via PR Newswire, June 15, 2026; Washington Harbour Partners news release, June 15, 2026; ROI-NJ, June 16, 2026.

Advancing Analytics / Lead Edge Capital

Announced June 11, 2026

ADVANCING ANALYTICS (Data Science | AI | DataOps | Engineering) *growth investment from* → LEADEDGE CAPITAL

Growth investment Deal type	**Majority** Stake; terms not disclosed	**London, UK** HQ; offices in UK and Portugal	**1 of 35** Brickbuilder Gold partners globally	**$3.5B** Lead Edge Fund VII, Mar 2026

Transaction. Advancing Analytics, a London data and AI consultancy specializing in Databricks, took a strategic growth investment from Lead Edge Capital. Brian Lobdell joins the board with Stephan Dietrich and Hari Badale. The firm serves financial services, healthcare and life sciences, and retail, and is also a Microsoft and AWS partner.

Rationale. The capital funds the firm's proprietary frameworks, including the LakeForge regulatory accelerator, which the company says speeds engineering by twelve times (unconfirmed), and Hydr8. Owned IP is what lets a buyer value a product line rather than services labor.

> *"Businesses have more data than ever, and most of it is still out of reach."*
>
> Brian Lobdell, Partner, Lead Edge Capital

Source: Advancing Analytics press release via Business Wire, June 11, 2026; Advancing Analytics investment announcement, June 11, 2026; FinSMEs, June 11, 2026.

About SierraTide Advisors

M&A advisors for technology and consulting services

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About SierraTide

SierraTide Advisors is an independent investment bank focused on the technology and consulting services sector. The firm advises owners, founders, executives, and investors of technology services and consulting businesses on sell-side, buy-side, growth capital, and valuation mandates. Subsector coverage spans from enterprise platform ecosystems and data and AI services to managed services, cybersecurity, and specialty consulting.

The firm was founded in 2025 by two experienced professionals with careers in technology services on both the principal investing and investment banking sides, and is headquartered in Manhattan Beach, California. Technology and consulting services M&A is the firm's sole focus, and that concentration informs its acquirer relationships, its view of sector-specific value drivers, and the design of each process. SierraTide positions each client for the strategic and financial buyers best placed to value it, and publishes regular research on M&A activity across the technology services market and its partner ecosystems.

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Valuation advisory
Independent valuation for boards and multi-stakeholder owners

Coverage and Contact

Cameron O'Leary Managing Director
cameron@sierratide.com
1-508-726-9387

Sam DiSalvo Managing Director
sam@sierratide.com
1-614-506-6677

www.sierratide.com

1219 Morningside Dr., Suite 203
Manhattan Beach, CA 90266

Selected transactions

- Datalytics — has been acquired by — Lovelytics — a portfolio company of — Interlock Equity
- visualbi — has been acquired by — Atos
- CTI DATA — has been acquired by — onesix — a portfolio company of — superstep capital
- Waypoint — has been acquired by — WIPFLI
- NEXTIRA — has been acquired by — accenture
- PANDERA — has been acquired by — 66degrees — a portfolio company of — Sunstone Partners

Selected transactions from across the technology services market, weighted to data, analytics, and cloud platform deals. Transactions include mandates led by a SierraTide principal during their tenure at a previous firm.

Important information

This report is prepared by SierraTide Advisors for information only and is not an offer, a solicitation, or investment, legal, or tax advice. Transaction details are drawn from company announcements, press releases, data pulled directly from Fiscal.ai, and SierraTide's own M&A proprietary database. Deal terms are undisclosed except where stated.

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