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$4 Billion in One Week: What the FDE Wave Means for You

MANAGEMENT SUMMARY & CORE TAKEAWAY

Within a single week, AWS, Microsoft, Wipro and Deloitte committed a combined $4 billion to Forward-Deployed Engineers—specialists who implement AI directly inside client organisations. For decision-makers still weighing whether AI outsourcing is credible, this is the market's answer: the world's largest technology and consulting firms have already placed their bet.

CONTEXT & EXECUTIVE RELEVANCE

On August 27, 2026, Wipro announced 1,500 Forward-Deployed Engineers. A few days later, Deloitte launched a dedicated Open Model Engineering practice. In between, AWS and Microsoft backed the same model with $1 billion and $2.5 billion respectively: specialists who don't sell AI, but get it running inside the customer's own organisation. For business leaders still asking whether AI outsourcing is a credible path or just a trend, this single week delivered an unambiguous answer.

A Forward-Deployed Engineer doesn't sit in a consulting firm delivering a slide deck. They work inside your organisation, on your data, within your processes—and build the system that ends up running in production. Tryolabs' FDE model shows how fast this can move: first agents live within 48 hours, production deployment by week three. That is the speed a dedicated external team can reach, compared with the months a purely internal build typically requires.

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CORE ACTION ITEMS

01 AWS: $1 billion committed to thousands of Forward-Deployed Engineers working directly inside customer organisations

02 Microsoft: $2.5 billion and 6,000 consulting experts dedicated to AI implementation

03 Wipro: 1,500 Forward-Deployed Engineers established as a new core capability

04 Deloitte: launch of a dedicated Open Model Engineering practice

SWISS COMPLIANCE & ARCHITECTURE GUIDELINES

- Full compliance with revised Swiss Data Protection Act (revDSG).
- Zero vendor lock-in on closed proprietary models.
- Seamless integration into Abacus, Bexio and M365 ecosystems.

Non-Binding Process Analysis

Let us review in 20 minutes where AI agents create immediate measurable efficiency in your workflows.

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