

NetApp | intel.

AIPod Mini with Intel

Positioning and Selling



When to Position?

Does the Customer...

Have a body of AI-ready data with a need to deploy quickly?

Have already existing data in an ONTAP environment?

Want to deploy a RAG Inference Solution at a departmental level for 1 to 25 users?

Have a vision to start utilizing AI in weeks, not years?

Have a project in flight to prepare a data pipeline for use by AI?

Have privacy or security requirements for an AI solution deployed on premises?

Have a limited talent pool not able to deploy an AI solution quickly?

Looking to initially make modest investments in the software, tools and talent?

Key Selling Points

➤ ONTAP makes it easy to utilize your existing data for AI projects.

➤ ONTAP's flexibility with data tiering serves the right data to the right size project at the right time.

➤ CPU-based solutions are dramatically less complex and costly than GPU-based solutions.

➤ This OPEA Open Source Solution provides maximum flexibility for quick project deployments.

➤ You don't have to have an army of Data Scientists to be successful.

➤ You don't need a large budget to serve your departments need for AI Chat Q&A.

➤ Keep your data completely secure. Your data stays out of the hands of LLM providers like ChatGPT.

➤ ONTAP's integrated. It allows you to keep your RBAC controls in place as you deploy AI.

When Not to Position



› Scientific Simulations

Customer is attempting to perform scientific simulations such as gene research.

› Large Language Model

Customer is trying to create their own Large Language Model (LLM).

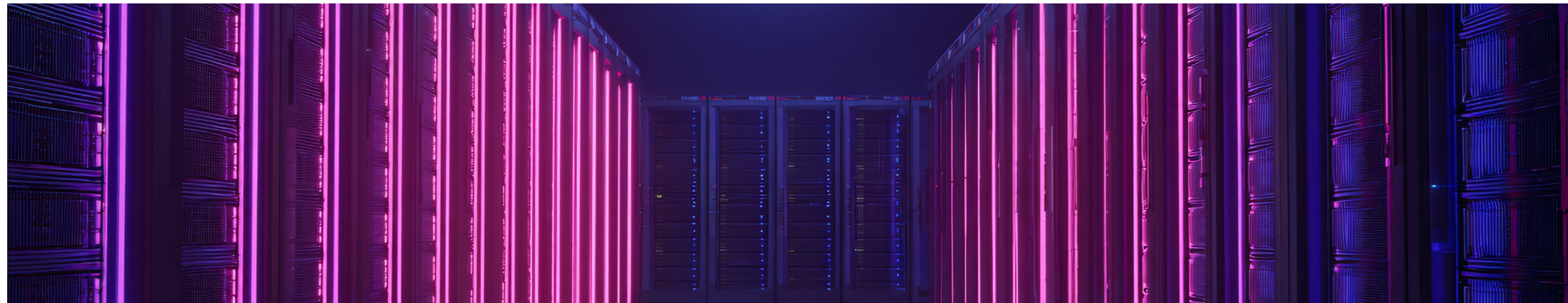
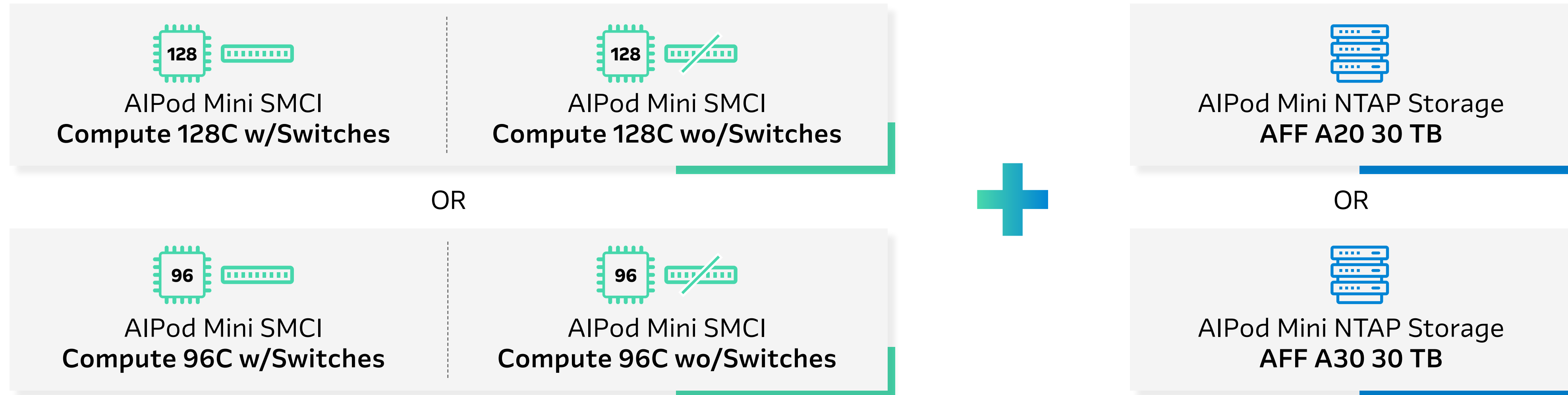
› 3D Renderings

Customer is working to create high-fidelity 3D renderings.

AI Pod Mini with Intel

Available in CPU Configurations of 128 or 96 Cores, with either NetApp A20 or A30 ONTAP-driven storage.

Quoting



Call to Action

1

Reach out to your Channel Manager for an introduction to Arrow's AI Academy.



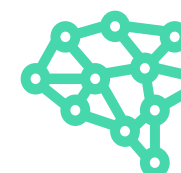
2

Request a Demo from your Arrow Channel Manager



3

Use Arrow's AI Assessment to get the first AI use cases Identified.



4

Arrow's AI Assessment Service to develop the first Minimum Viable Product (MVP).



5

Utilize our AI Presales Team to find your first opportunity!



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Visit the site