



# AIPod Mini with Intel

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Positioning and Selling





# When to **Position?**

## *Does the Customer...*

Need to procure a SLED contract?

Work in a regulated industry such as finance, healthcare or telcom?

Have a mission to “do more with less” considering funding and headcount constraints?

Have an AI mandate such as Executive Order 14179?

Have high security requirements for an AI solution deployed on premises?

Need to initially make modest investments in the software, tools and talent to grow over time?

## *Key Selling Points*

immixGroup has a variety of SLED and Cooperative Contracts.

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.

The 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. NetApp is FIPS 140-3 approved.

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



# When to **Not** to Position?



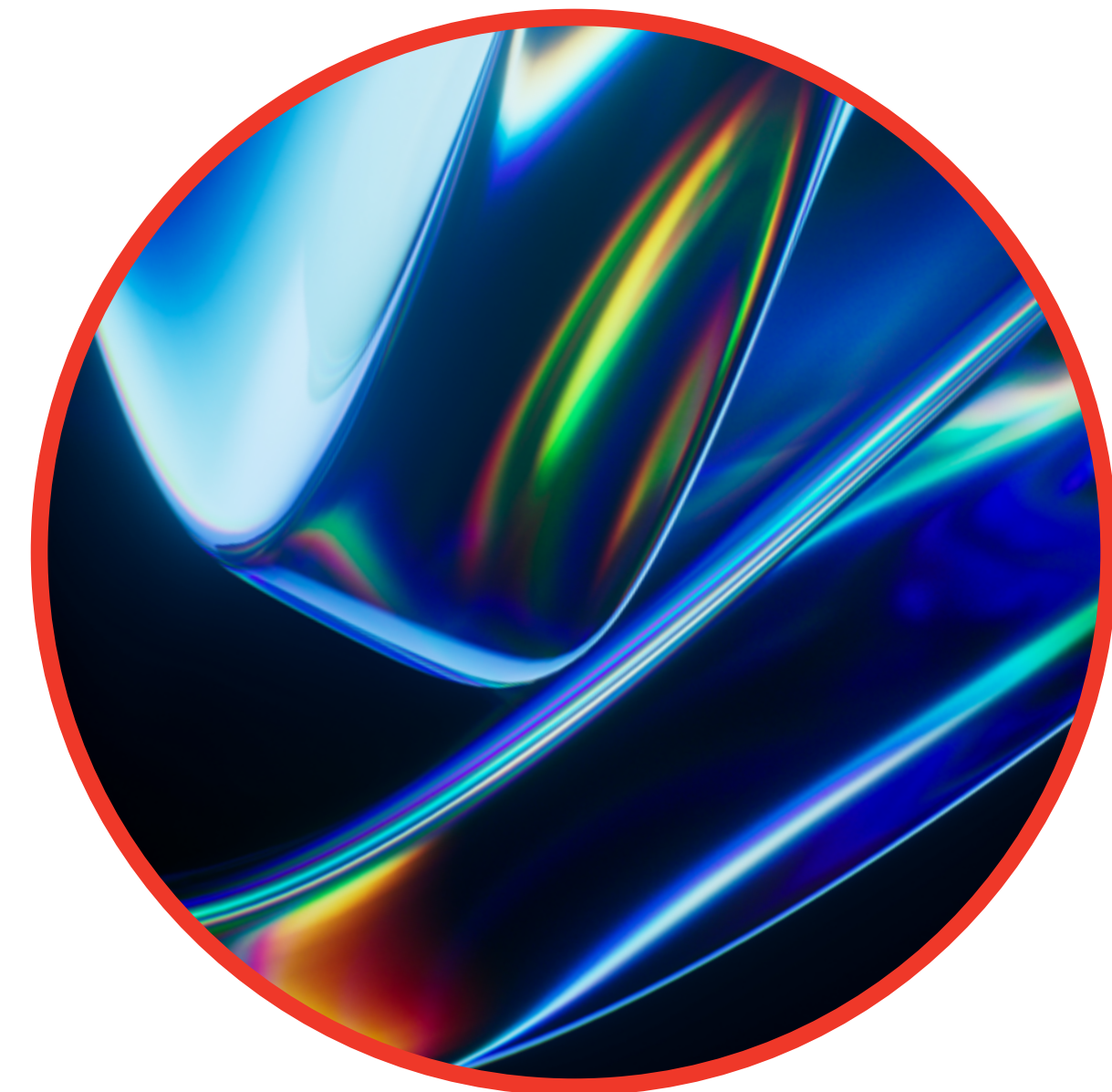
## **Scientific Simulations**

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**

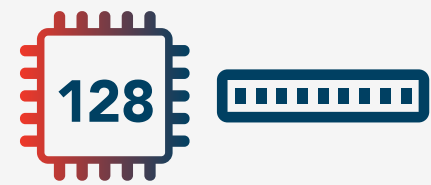
Customer is working to create high-fidelity 3D renderings.



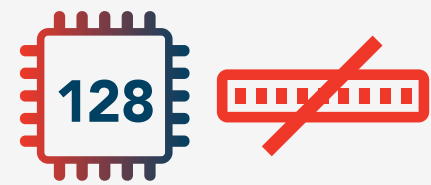
# AIPod Mini **with Intel**

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

## QUOTING

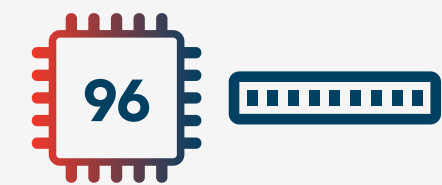


AIPod Mini SMC I  
**Compute 128C w/Switches**

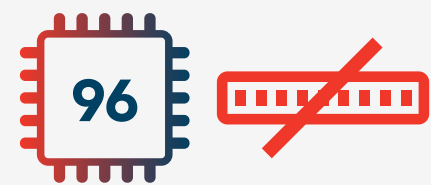


AIPod Mini SMC I  
**Compute 128C **wo**/Switches**

OR



AIPod Mini SMC I  
**Compute 96C w/Switches**



AIPod Mini SMC I  
**Compute 96C **wo**/Switches**



AIPod Mini NTAP Storage  
**AFF A20 30 TB**

OR



AIPod Mini NTAP Storage  
**AFF A30 30 TB**

Click to search **Fed, State and Local Contracts**



# Call to Action

1

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



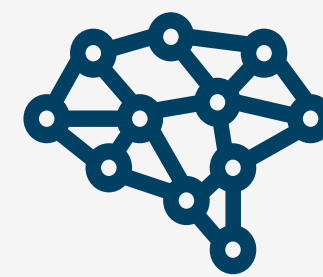
2

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!

