

Stoneworks Technologies and NVIDIA® Build AI Center of Excellence

The Challenge

FAST DELIVERY OF HIGH-PERFORMING ACCELERATED COMPUTING INFRASTRUCTURE

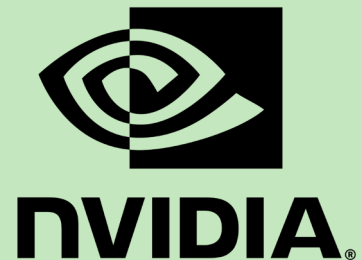
Stoneworks Technologies was approached to work with a customer to provide a solution to a complex problem. A customer needed accelerated computing infrastructure to support an enterprise-class AI Center of Excellence (CoE). The computing infrastructure had to be capable of managing multiple dynamic and unpredictable workloads at a very high level of performance. In addition, the CoE had to be modular to meet the needs of a diverse client base.

There were several complications Stoneworks had to consider as it tackled this requirement.

Delivery time was a prime concern. Procurement in the customer's industry space is typically a very complex process. The rapidly evolving nature of AI technology made determining the ideal solution technically difficult and potentially time-consuming, and the customer needed the solution delivered within a very short timeline.

In addition, the customer lacked both the familiarity with existing technologies and the expertise to troubleshoot any issues that might arise. Therefore, the ideal solution had to be flexible and already proven to provide the advanced capabilities required. Most importantly, the customer needed a knowledgeable partner to support a secure procurement and deployment process and provide post-purchase support.

OUR PARTNER





The Solution

CREATE A SECURE, MODULAR SOLUTION WITH PROVEN TECHNOLOGY

Together, NVIDIA® and Stoneworks architected and provided the exact solution the customer needed.

NVIDIA's repeatable, reference DGX BasePOD™ architecture enables enterprises to build and scale AI infrastructure to suit specific and ever-changing needs. It is engineered to greatly accelerate net time-to-value compared to enterprises building their own custom architecture. The full, end-to-end solution offers a proven design that integrates compute, networking, storage, software, and more to provide a modular and scalable infrastructure that can be adapted for any requirement. Combined with NVIDIA's pre-validated GPU libraries, the NVIDIA DGX BasePOD architecture provided the Stoneworks customer what it needed to meet the diverse and complex demands of its customers. To address any issues that might arise, NVIDIA backed the NVIDIA DGX BasePOD architecture with full support from a team with extensive experience with large language models and other forms of AI.

Of course, the customer couldn't leverage the full potential of the NVIDIA offering without the ability to procure and deploy the solution within a tight timeline. Stoneworks Technologies' expertise with complex procurement processes and focus on delivering purpose-built solutions simplified purchasing, development, and deployment.

Stoneworks has over 10 years of experience as an NVIDIA partner and are experts with the full suite of NVIDIA products, solutions, and capabilities. This allowed Stoneworks to quickly determine that the NVIDIA DGX BasePOD architecture was the right solution for the customer's specific needs. Stoneworks' extensive experience with NVIDIA technology also enabled it to build and deploy the exact CoE solution the customer was looking for. Finally, Stoneworks' secure facilities and security expertise provided the support needed to ensure the complete solution was engineered and deployed correctly.

The Value

ENHANCED COMPETITIVE ADVANTAGE IN LESS TIME

Stoneworks was able to offer the customer an end-to-end solution to a complex problem by leveraging its partnership with NVIDIA and its experience and expertise delivering purpose-built IT solutions that optimize efficiencies and productivity, while maximizing IT investments.

The combination of NVIDIA's industry-leading AI technology and Stoneworks' deep familiarity with the technology itself, the procurement process, security requirements, and deployment ensured the customer got the secure CoE solution it needed quickly. Stoneworks also led the customer through workshops to determine what success for the ideal solution would ultimately look like.



Architecting and deploying the solution was the next crucial step. Stoneworks leveraged its technical proficiency to help the customer through the process of operationalizing Graphics Processing Units (GPUs) as a service. The process provided the customer with a reference architecture for structuring infrastructure in support of a GPU as a service offering, and helped the customer gather the specific technical requirements from its clients that were needed to effectively inform the plan for onboarding and operationalizing those clients' tasks.

The Stoneworks approach shortened the customer's time-to-solution from years to months compared to sourcing another solution or trying to engineer and build one from scratch. As a result, the customer was able to quickly deploy the solution it needed to maintain a competitive advantage in its market with a greatly improved time-to-value for its clients.

Ongoing training and support from both Stoneworks and NVIDIA has ensured the customer can continue to offer the high-quality support its clients need and efficiently troubleshoot any issues that arise. Post-sales support from Stoneworks ensured the customer reduced its support times and that the solution was not only working but helping the customer hit its Key Performance Indicators (KPIs) as well.

Contact us to learn how Stoneworks Technologies can help your enterprise procure, design, and deploy the solutions it needs.



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