



## STRATEGIC USE CASES &amp; ENTERPRISE SOLUTIONS

# Four Use Cases for Managed Infrastructure

Cloud repatriation, AI/ML, global deployment, and VMware migration

Summit specializes in high-performance, managed IT infrastructure. We bridge the gap between public cloud flexibility and the cost-efficiency of on-prem colocation using dedicated, enterprise-grade hardware. With **22 global data centers** and **24/7 on-site engineering**, Summit provides the foundational layer for enterprise AI, cloud repatriation, and mission-critical virtualization.

## USE CASE 1

## Full or Partial Cloud Repatriation (The "Cloud Exit")

**Target:** Companies with predictable, high-volume workloads facing scaling costs in AWS/Azure/GCP.

### THE PROBLEM

The "convenience tax" of the public cloud often leads to monthly bills that erode margins once a product reaches maturity.

### THE SUMMIT SOLUTION

Moving stable production workloads to dedicated servers managed by Summit and connecting unstable workloads to public clouds. We handle the "rack and stack," connectivity, ongoing maintenance, and the direct connectivity to hyperscalers for hybrid deployments.

## CASE STUDY

### 37SIGNALS (MAKERS OF BASECAMP & HEY)

#### CHALLENGE

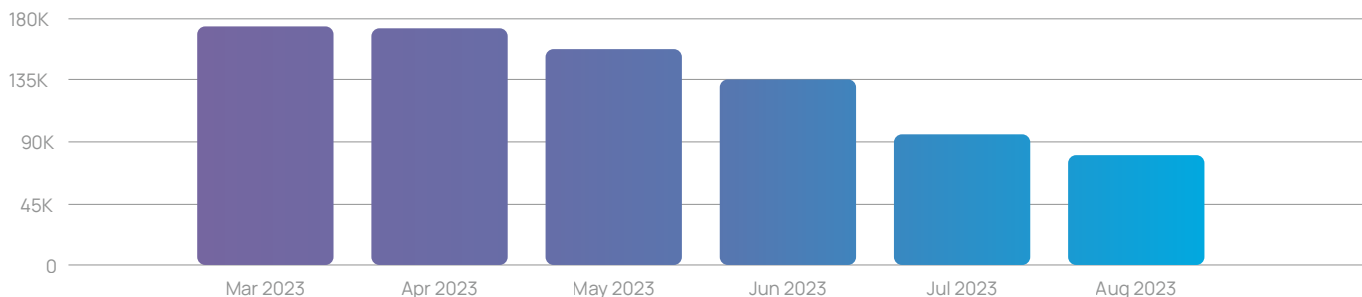
Ballooning costs for predictable computing loads.

#### RESULT

Slashed cloud spend by 60%, moving from \$180k/month to under \$80k/month.

#### IMPACT

Projected savings of \$10M over five years by repatriating to Summit-hosted infrastructure.



*37signals' cloud spend per month after moving off of AWS to Summit's dedicated servers (Source)*

## USE CASE 2

# AI/ML & Model Training

**Target:** SaaS and enterprise firms scaling generative AI, LLMs, or automated content moderation.

### THE PROBLEM

AI requires massive GPU density and low-latency storage that is often unavailable or prohibitively expensive in multi-tenant cloud environments.

### THE SUMMIT SOLUTION

Summit provides single-tenant GPU clusters equipped with NVIDIA H100/H200 Tensor Core GPUs.

## CASE STUDY

### PICSART

#### CHALLENGE

Scaling AI-driven image moderation and generative tools for 150M+ monthly creators.

#### RESULT

Moved heavy-duty model training to permanent Summit-hosted GPU servers while using the public cloud only for temporary "burst" testing.

#### IMPACT

Achieved higher throughput for computer vision and image reduction algorithms at a fraction of the cost of cloud-based GPUs.

Today, Picsart is testing GPUs, AI/ML algorithms to catch objectionable content like pornography without human moderators, and automatic image reduction for slower networks like those in India. If it works, the team will moderate at scale and serve users anywhere, and do it more efficiently by moving the functions to **permanent Summit-hosted GPU infrastructure**.

## USE CASE 3

# Global Logistics & "Rack-and-Stack" Mastery

Summit doesn't just manage the software; we manage the physical hardware lifecycle to ensure your infrastructure is "turnkey" for the customer.

### WHITE-GLOVE DEPLOYMENT

Summit handles the entire physical transition, from procurement to production.

### GLOBAL SHIPPING & SPARES

We simplify international logistics by managing delivery to any of our 22 global hubs. On-site spares and technicians ensure physical hardware issues are resolved while maintaining our 100% uptime SLAs.



**David Heinemeier Hansson** ✓

@dhh  
642.6K Followers

It's been a pleasure to work with [Summit] on our cloud exit. A pallet of servers arrive from @dell, and [Summit] will have them racked and powered in absolutely no time. This is what people don't get about cloud exit. We don't touch any hw, we just own it, and have [Summit] white-glove it.

1:45 AM · May 26, 2023 · Twitter

## USE CASE 4

# VMware to Hyper-V Migration

**Target:** Organizations seeking relief from rising virtualization licensing costs and Broadcom-era bundling.

### THE PROBLEM

Sudden increases in VMware renewal costs.

### THE SUMMIT SOLUTION

A structured, 4-phase "Lift and Shift Plus" migration to Microsoft Hyper-V running on standardized current-generation hardware with high-core-count AMD EPYC processors.

### CASE STUDY

## ROMANOFF RENOVATIONS

### CHALLENGE

Rising costs and inconsistent performance across aging, heterogeneous hardware.

### THE SOLUTION

Full hardware refresh to current-generation servers optimized for parallel virtualization.

### RESULT

30% reduction in infrastructure costs and a 3-generation hardware upgrade for less than their previous monthly spend.

# 30%

SAVINGS COMPARED TO  
THE VMWARE BILL.

Summit moved a customer off of VMware and onto its Private Hyper-V Cloud. The customer cut costs by 30 percent, after upgrading to servers three generations newer than before.

That math works because Summit sources current-gen hardware at competitive prices and passes the value through.

## Why Summit?

### THE STRATEGIC ADVANTAGE

| FEATURE                                                                             |                                          | BENEFITS                                                                                                                     |
|-------------------------------------------------------------------------------------|------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|
|  | <b>Sales Tax Pass-Through</b>            | Save up to 10% on hardware.* We pass through sales tax exemptions in eligible markets (e.g., \$1.2M saved on a \$12M order). |
|  | <b>Latest-Generation Hardware</b>        | Access to the latest enterprise compute and storage hardware with predictable monthly OpEx billing.                          |
|  | <b>15-Minute Support Ticket Response</b> | 100+ on-staff engineers providing "white-glove" support and 24/7/365 remote hands.                                           |
|  | <b>Global Proximity</b>                  | 22 locations including Amsterdam, Tokyo, and London for low-latency edge performance.                                        |

\* Sales tax exemption eligibility, terms, and savings vary by jurisdiction, customer, and qualifying purchase. Example reflects one customer's outcome and is not a guaranteed result. Summit does not provide tax advice. Consult your tax advisor.

## SERVICE CATALOG



### MANAGED INFRASTRUCTURE

#### CLOUD

Private Cloud

Hyper-V Private Cloud

Proxmox Private Cloud

VMware Private Cloud

Multi-Tenant Cloud

Kubernetes

#### DATA CENTER

Colocation

Mac Hosting

Bare Metal Servers

Dedicated GPU Servers

#### MANAGED OPERATIONS

Advanced Monitoring

Remote Hands

Managed Firewall

Managed Migration

#### NETWORK

Network Connectivity

DDoS Mitigation

#### STORAGE

SAN Storage

Object Storage

#### BACKUP & RECOVERY

Managed Backup

Disaster Recovery as a Service



### APP & DESKTOP HOSTING

#### APPLICATION HOSTING

QuickBooks Hosting

Sage Hosting

Desktop as a Service

## INFRASTRUCTURE SPECS



#### COMPUTE

Tier-1 OEM hardware



#### VIRTUALIZATION

Hyper-V, Proxmox



#### CONNECTIVITY

**2 TB+ network edge capacity**

via private 100 Gbps global backbone  
(400 Gbps in select locations)

## EXECUTIVE SUMMARY

Summit is the premier partner for enterprises that need more than just hardware. We provide the facility, the power, the network, and the 24/7 human expertise to make managed infrastructure a turnkey solution. Whether a customer is leaving the cloud to save millions or scaling an AI factory, Summit is the easy choice.

# SUMMIT™

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🌐 22 Global Data Centers



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