

## TARGET AUDIENCE

- Telecom/GPUaaS
- HighEd/LifeScience/Research
- Financial/Banking/Trading
- Media/Entertainment

## PAIN POINTS

- GPU Power Consumption
- GPU Vendor Lock-In
- GPU limited by Server Size

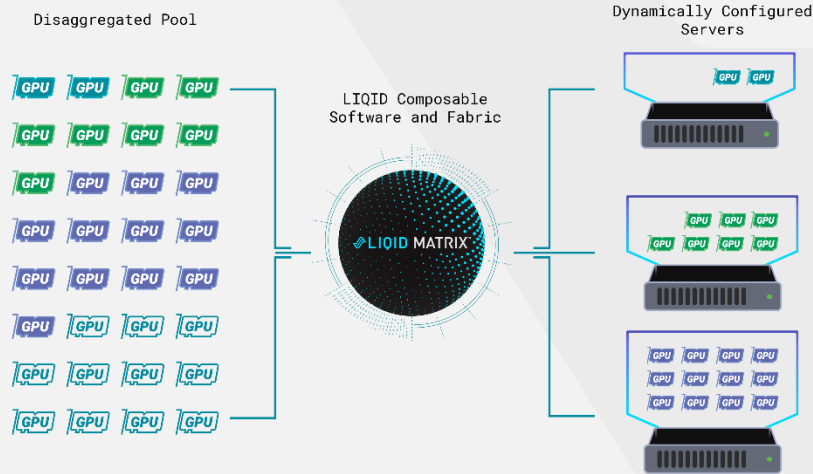
## ELEVATOR PITCH

Liquid is the leader in **software-defined, composable infrastructure**, delivering flexible, high-performance, and efficient data center and edge solutions for AI Inferencing, VDI, and HPC, solutions for financial services, higher education, healthcare, telecommunications service providers, media & entertainment, and government organizations.

Liquid enables customers to manage, configure, re-configure, and scale essential compute, accelerators (GPU, TPU, FPGA), memory, storage, and networking into physical bare metal server systems in seconds. Liquid customers can optimize their IT infrastructure and achieve up to 100% GPU utilization for maximum tokens per watt and dollar.

## PRODUCT BENEFITS

- **More Efficient Energy Consumption:** Accelerators, like GPUs, consume massive amounts of power. Denser environments maximize energy usage without unnecessary hardware.
- **Mix and Match Components or Models:** “Silicon and Model Diversity” allows customers to use different kinds of GPUs and Accelerators to align to various, evolving workload and LLM requirements.
- **Performance:** Liquid has an unfair advantage by attaching up to 30 GPUs to 1 server... and servers with 30 GPUs are faster than servers that are limited to 8 GPUs.



## HUGE REVENUE POTENTIAL

Liquid is a difference-maker in a **white-hot** market- AI inferencing, HPC Infrastructure.

As a Liquid partner, you will offer the market’s **most comprehensive, flexible, and disruptive** technology- alongside industry heavyweights like Nvidia, Dell, AMD, etc.

Be a Trusted Advisor and Strategic Partner to your customers while penetrating new Accounts and Market Segments.

Pull-through and combine GPU and Server spend with Liquid’s margin-rich Software.

Our “Momentum” Channel Program includes:

- **Deal Registration- we are 100% Channel!**
- **Co-Marketing, Lead Generation, SPIFFS, and Promotions**
- **Sales and Technical Training and Assistance**

“When you’re able to disaggregate the converged server, when you can put accelerators anywhere in a datacenter and then can compose and reconfigure that datacenter for this specific workload – that’s a revolution.”

JENSEN HUANG

“Tokens per watt per dollar”—the sweet spot where energy, compute power, and intelligence meet—will be a game-changing formula for driving GDP growth.”

SATYA NADELLA

“Energy, not compute, will be the #1 bottleneck to AI progress.”

MARK ZUCKERBERG