

The AI Tool Budget Became An Infrastructure Budget

*The purchase order still says “software.”
The economics may no longer do.*

SWIPE →

AI TOOLING HAS TWO GROWTH CURVES

01 HEADCOUNT / ADOPTION

Predictable. Scales with who you hire.

02 CONSUMPTION PER SEAT

Volatile. Scales with how much each seat uses.

Two independent curves, stacked on one budget line.

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THAT CHANGES THE REVIEW QUESTION

NOT:

~~“Which AI tool should we buy?”~~

BUT:

**“When does its consumption warrant
infrastructure-level review?”**

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NUTANIX CROSSED THAT POINT

\$20M

internal GPU cluster

UP TO ~80%

of internal AI software-development need

REMAINDER

still routed to frontier models, per-token, where the workload calls for it

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THE ACTUAL GOVERNANCE GAP



Software review gate



Infrastructure review gate



Software → infrastructure crossover gate

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RACK2CLOUD
Think Like An Architect.
Build Like An Engineer.

Think Like An Architect. Build Like An Engineer.

THE THRESHOLD ISN'T A TECHNOLOGY CHANGE

It's where the spend behavior warrants
infrastructure-level review.

INFRASTRUCTURE CLASSIFICATION THRESHOLD

Named, not numbered. One example isn't a framework.

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ARCHITECT'S TAKEAWAY

If AI-tool consumption is growing faster than the
than the organization using it,

stop treating the decision as software
procurement.