CASE STUDY

Rafay Systems and Sharon AI

Sovereign, Self-Service AI Cloud Services for Asia-Pacific

RAFAY | SHARON -AI-

CASE STUDY

Rafay Systems and Sharon AI Deliver Innovation within Sovereign Borders

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Powering AI in Asia-Pacific

The future of global AI belongs to regions that can compute at scale, wherever people live and work.

Together, Sharon AI, a leading Australian Neocloud, and Rafay Systems, a leader in orchestration and governance for AI Factories enabling monetizable, production-ready AI and cloud-native services, are powering the regional and global AI market driven by local compute and local data control.

With Rafay, Sharon AI is accelerating the transition from infrastructure deployment to delivering reliable, revenue-generating, governed, self-service, and sovereign AI cloud services that its customers can trust and consume with confidence. To accomplish this, Sharon AI is leveraging the Rafay Platform to deploy and operate 150,000 NVIDIA Grace Blackwell-class GPUs. The deployment is powered by Rafay's implementation of NVIDIA DSX OS.

> *"Sharon AI is a powerful regional and global alternative to global hyperscalers, prioritizing geographical data sovereignty. With Rafay, we are positioned as a highly trusted AI partner for regional governments, researchers, developers, and highly regulated industries."*
> **— James Manning, Co-founder and CEO, Sharon AI**

CUSTOMER	USE CASE	PRODUCT	PARTNER
Sharon AI	Sovereign AI Factories	Rafay Platform	NVIDIA

Key Benefits

Time to Revenue

Launch GPU infrastructure services in weeks and accelerate the path from deployed infrastructure to paid consumption

Enterprise-Ready Governance

Maintain strong separation and control of shared multi-tenant environments to ensure data, infrastructure, and access sovereignty

Broader Monetization

Improve GPU utilization, server more customer segments, and increase return on investment

Closing the AI Gap Worldwide

AI service adoption is surging across Australia. According to a 2025 AWS report, "Unlocking Australia's AI Potential", 81% of Australian start-ups are using AI, with 42% building new AI-driven products. According to the Boston Consulting Group, more than 90% of Asia-Pacific companies planned in 2025 to scale GenAI over two years, setting a rapid pace for AI adoption.

Australian and Asia-Pacific organizations, much like their global counterparts, face barriers to realizing measurable value from AI beyond efficiency gains and basic use cases. Overcoming them lets organizations move quickly from adoption to production-ready, innovative AI services and revenue generation.

However, the benefits of AI are quickly outweighing these barriers. AI services are improving business development, climate prediction and preparedness, data security, and high-risk operations like mining.

Accelerating AI Factories

Sharon AI's deployment of 150,000 GPUs combines the region's surging demand for localized AI Factories with Sharon AI's operational expertise and the Rafay Platform's capabilities around orchestration, governance, and monetization of AI services. A key challenge in the region is its complexity: a demanding mix of sovereignty requirements, long distances, concentrated infrastructure, varied jurisdictions, and growing enterprise expectations.

Sharon AI is building large-scale, sovereign AI infrastructure (AI Factories) across Asia-Pacific and beyond, enabling its customers to deploy private or open-source models optimized for accelerated computing infrastructure.

The Rafay Platform delivers a centralized control plane for Sharon AI's AI Factory environments, standardizing and simplifying how NVIDIA-accelerated computing infrastructure is provisioned, governed, managed, and consumed across tenants, teams, and workloads. Rafay removes a basic barrier to AI benefits, freeing up engineering talent and eliminating the need to build a bespoke control plane requiring manual effort that can take a year or more to scale from infrastructure to consumption.

Rafay Platform combines the necessary operating functions into a coherent platform, creating one operating model across the stack, eliminating the need for Sharon AI to create individual control frameworks for Kubernetes, virtual machines, bare metal, and inference APIs.

> *"Time to market is a critical metric for Sharon AI customers. When Rafay turns raw infrastructure into monetizable services fast and safely, our customers can translate savings into innovation and revenue."*
>
> **— James Manning,**
> **Co-founder and CEO, Sharon AI**

Rafay Platform: Integral to Sovereignty

Australia is among the world leaders pivoting from voluntary principles to hard governance. The country is focusing on developing a nationally consistent governance approach, developing strict operational regulations, regulating energy consumption, and ensuring protections for the use of personal data even as it embraces AI services. This highly protective environment demands comprehensive enterprise-level controls like those of the Rafay Platform.

The Rafay Platform is a critical enabling layer for AI sovereignty, making sovereign controls technically enforceable and operationally scalable across the AI environment. Without a unified control plane, data residency and infrastructure ownership requirements can be undermined by inconsistent provisioning, fragmented access controls, limited auditability, and reliance on manual processes.

One of Rafay's core tenets is that countries and regions should be able to participate in the AI economy on their own terms, with greater control over their infrastructure, data, and operational priorities.

> *"Regional providers of AI infrastructure like Sharon AI need enterprise controls that Rafay solves out of the box. Rafay delivers a comprehensive solution anticipating every level of governed multi-tenancy, every level of distributed control, the right observability, the right auditing, and the right operational consumption model."*
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> **— Haseeb Budhani, CEO, Rafay Systems**

A Global Transition

The Sharon AI and Rafay partnership represents a broader shift in how AI infrastructure is being built and commercialized. The partnership is significant for countries in Asia-Pacific because it increases capacity while keeping control regional. Rafay makes that regional infrastructure consumable and governable at scale, turning sovereign capacity into a service platform.

Rafay and Sharon AI represent a global transition: infrastructure is standardized, automated, and exposed through self-service, while governance and multi-tenancy are built into the operating layer. The next phase of AI infrastructure globally will be defined less by where GPUs are concentrated and more by who operates them: regional providers like Sharon AI.

> *"Here's what is remarkable about our partnership with Sharon AI. Providers across different continents are independently converging on the same operating model. That model is redefining how AI services will be delivered around the world and creates endless possibilities for economic and social collaboration."*
>
> **— Haseeb Budhani, CEO, Rafay Systems**

Learn more about Rafay or connect with one of our experts

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