CASE STUDY

From Procurement to Production, Faster

How U.S. government agencies deploy secure, self-service AI under their own control with Rafay and Carahsoft.

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CASE STUDY

From Procurement to Production: How Rafay and Carahsoft Help U.S. Government Agencies Deploy Secure, Self-Service Cloud and AI Platforms

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Deploying AI at Scale

Today, government AI adoption is accelerating rapidly. For federal agencies, the question "Should we use AI?" has become "How can we deploy AI at scale?" States are moving beyond AI pilots toward selective production use, backed by formal governance frameworks. AI is increasingly part of mission-critical operations and services in government, rather than simply a productivity tool. As a result, attention is shifting to procurement processes, as well as data quality, multi-tenancy, security, governance, workforce readiness, infrastructure, accountability, and public trust.

Government agencies face two bottlenecks as they operationalize AI infrastructure: navigating the acquisition process required to deploy AI services and making increasingly complex AI infrastructure secure, consumable, and accountable. Carahsoft, the trusted government IT solutions provider®, and Rafay Systems, whose infrastructure orchestration platform powers self-service compute consumption for sovereign AI clouds, service providers, and large enterprises, are working together to shorten the path from AI acquisition to AI in operation for government implementations.

> *"For governments to operationalize AI, agencies need strong security, governance, and compliance without slowing innovation. Proven AI expertise from procurement to production helps them navigate complexity, reduce risk, and bring mission-ready AI services online faster."*
>
> **— Craig P. Abod, President & CEO, Carahsoft**

PARTNER
Carahsoft, Dell, Northrop Grumman, H2O.ai, GAI

USE CASE
Cloud-Native Modernization, Sovereign AI

PRODUCT
Rafay Platform

Key Benefits

Faster Acquisition

Simplify acquisition pathways to help agencies move from evaluation to deployment faster

Production-Ready AI

Accelerate the path from AI infrastructure to secure, self-service AI services

Enterprise-Level Security and Governance

Protect sensitive workloads with policy controls, multi-tenancy, auditability, and secure access

Rebuilding Procurement Pathways

Procurement barriers can be a significant constraint on how quickly new capabilities can move from evaluation to production. Government agencies must navigate complex acquisition requirements, approved contract vehicles, review processes, budget constraints, and vendor onboarding. These requirements are essential to public-sector accountability, but they can also lengthen the path between identifying a promising technology like AI and putting it to work.

The pace of AI change complicates the challenge. Agencies need access to emerging infrastructure, software, and AI services that may not fit neatly into traditional purchasing models. Federal, state, local, and defense organizations also operate under different procurement frameworks, complicating both vendor routes to market and agency access to new solutions.

The result is a widening gap between AI planning and operational reality. Even when the right technology exists, procurement complexity can slow evaluation, acquisition, and deployment. Government organizations need practical, established procurement pathways like Carahsoft's to acquire new technologies and move them into production.

Accelerating Procurement and Production

Carahsoft accelerates procurement by connecting government organizations with technology providers through established public-sector procurement channels. Its portfolio of contract vehicles and experience across federal, state, and local government, defense, education, and healthcare gives agencies more familiar and efficient ways to procure emerging technologies while adhering to acquisition requirements.

Carahsoft also helps technology providers like Rafay navigate the public-sector market, reducing the friction associated with contracting, vendor access, and government purchasing. Rather than requiring new procurement mechanisms for each engagement, Carahsoft provides an established commercial framework that can shorten the path from technology selection to acquisition and deployment.

The partnership with Rafay Systems demonstrates this model. Through Carahsoft, government organizations can more readily access the Rafay Platform for operating secure, governed AI infrastructure. Once the Rafay Platform is acquired, Rafay helps agencies transform accelerated infrastructure into governed, self-service AI environments with capabilities such as centralized governance, self-service access, workload isolation, auditability, and support for sovereign and air-gapped deployments. While Carahsoft addresses the acquisition challenge, Rafay supports the next stage of operationalizing AI infrastructure, for example through sovereign AI Factories.

> *"Streamlined procurement helps government agencies move AI-enabled solutions from evaluation to deployment faster, reducing acquisition friction so agencies can deliver more efficient, cost-effective services to the public sooner."*
>
> **— Craig P. Abod,**
> **President & CEO, Carahsoft**

Operationalizing AI with Sovereign AI Factories

Government agencies are facing significant technology barriers to AI deployment and usability, including data silos, legacy systems, sensitive or classified information, personally identifiable information, and inadequate APIs. These challenges lead to questions about sovereignty and control. Security becomes more complex as agencies must manage access, protect sensitive data and workloads, and defend against evolving cyber threats.

Consequently, government organizations increasingly care about where models run, where data moves, who can access workloads, what is logged, and whether workloads can be isolated. These concerns create strong demand for private cloud, on-premises, sovereign, and air-gapped AI architectures. As AI usage grows, scrutiny of infrastructure and operating costs is increasing, and AI governance is migrating from policy into the platform layers.

The Rafay Platform provides the orchestration, governance, and consumption layer for modern AI infrastructure, enabling organizations to transform GPU and CPU environments into secure, self-service AI platforms. Designed to operate across data center, cloud, hybrid, edge, and air-gapped environments, Rafay unifies infrastructure lifecycle management, multi-tenancy, policy enforcement, workload orchestration, usage metering, and AI service delivery. For organizations building or consuming sovereign AI Factories, the platform helps maintain control over where workloads run, how infrastructure is shared, who can access resources, and how usage is governed, while giving developers and data scientists on-demand access to the compute, Kubernetes environments, models, and AI services they need.

AI Serving Governments and Citizens

For federal agencies, Rafay supports the operational requirements associated with mission-critical and regulated AI environments. Agencies can deploy in private, sovereign, or fully air-gapped environments; enforce role-based access controls, quotas, and policy guardrails; maintain centralized audit trails and operational visibility; and securely support multiple programs, teams, and user communities on shared infrastructure. Self-service provisioning reduces dependence on manual infrastructure workflows, while usage metering, showback, and chargeback improve accountability for scarce GPU resources. By standardizing infrastructure and governance across environments, Rafay helps agencies accelerate AI adoption while preserving the security, control, auditability, and operational consistency that regulated environments expect.

Today, sovereignty is creating an opportunity for government agencies to adopt AI in multi-tenant environments with greater control, security, and confidence. By combining the Rafay Platform for sovereign AI with Carahsoft's public-sector expertise and procurement ecosystem, agencies can accelerate the path from acquisition to production and deliver trusted AI capabilities that advance agency missions and better serve citizens.

> *"A Sovereign AI Factory for agencies is not simply government-owned GPUs. It is an operational AI environment in which the government agency retains control of infrastructure, data, and AI models while authorized users can securely consume AI capabilities on demand."*
>
> **— Haseeb Budhani, CEO, Rafay Systems**

> *"AI sovereignty is ultimately about giving people and institutions greater autonomy without giving up the ability to collaborate. With Rafay providing the governed, multi-tenant operating platform and Carahsoft helping agencies navigate the path to adoption, we have an opportunity to make AI more accessible, accountable, and useful in service of the public."*
>
> **— Haseeb Budhani, CEO, Rafay Systems**

Learn more about Rafay or connect with one of our experts

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