



VITO-C1

A Big Money Global Partners (BMGP) Service

Computing Infrastructure, Matched to Need

(Client Information Overview)

What Vito Does

Vito-C1 is a managed compute access service. We match AI/ML companies and other compute-intensive businesses with the right Indian GPU cloud or data center infrastructure for their specific workload, then negotiate, contract, and manage that relationship on an ongoing basis on your behalf.

You continue to work with a real infrastructure provider, Vito does not operate data centers or GPU clusters itself. What we provide is the layer most companies lack: the expertise, the market visibility, and the ongoing accountability to make sure the arrangement stays right-fit and fairly priced, from first conversation through renewal.

Why This Exists

Companies scaling AI and compute-intensive workloads consistently run into the same three problems:

- Pricing across providers is not transparently published, so it is difficult to know whether a quoted rate is competitive.
- Providers differ significantly in what they are built for fractional GPU access, dedicated clusters, and Tier IV compliance-grade infrastructure each suit a different kind of workload, and choosing incorrectly is costly.
- Once onboarded, most companies have no one actively monitoring usage, flagging renewal terms, or re-benchmarking pricing over time.

Vito exists to remove all three problems, with a single point of accountability.

How the Engagement Works

1. Needs Diagnosis

We begin with a structured assessment of your workload type (training, inference, or high-performance computing), scale, budget, compliance and data-residency requirements, and expected growth.

2. Provider Matching

Based on that assessment, we recommend one to three providers from our partner network, with clear reasoning for each recommendation not a generic list of vendors.

3. Negotiation & Structuring

We negotiate pricing, service-level terms, and contract length on your behalf, using comparative offers across our provider panel as leverage.

4. Contracting & Onboarding

We manage the administrative process documentation, verification, and billing setup between you and your selected provider.



5. Ongoing Account Management

After go-live, we continue to monitor usage, periodically assess whether your setup is right-sized, and re-benchmark pricing at renewal to ensure your arrangement does not go stale over time.

What We Currently Cover

Category	Best Suited For	Access Model
On-demand cloud GPU	Variable, early-stage workloads	Fractional / hourly
Reserved GPU clusters	Sustained training and production inference	Committed capacity

Additional categories, including colocation and hybrid deployments, will be added to our coverage as our provider network expands.

How Vito Is Compensated

Vito is compensated by the infrastructure provider you are matched with not by you. This is the same model used by real estate buyer's agents and insurance brokers: providers already budget for sales and account acquisition, and we are paid from that existing budget rather than adding any fee to your bill.

- You are never invoiced by Vito for matching, negotiation, or account management.
- Your provider bills you directly, at the rate negotiated on your behalf.
- We maintain a standardized commission structure across our provider panel, so our recommendations are based on fit for your needs, not on which provider compensates us more.

Who This Is For

AI / ML Startups

Teams that need to move quickly, without the time or expertise to evaluate multiple Indian infrastructure providers on their own. We provide a single point of contact and fast-turnaround provisioning.

Enterprises

Organizations that require compliance-grade, audit-ready infrastructure and expect the same rigor applied to this arrangement as to any other material vendor contract, including full contract structuring, risk review, and a named point of ongoing accountability.

What We Do Not Do

- Vito does not own or operate data center or GPU infrastructure.
- Vito does not take custody of your hardware or data.
- Vito is not a technical support desk, day-to-day infrastructure support remains with your chosen provider.

Our role is commercial and relationship management: matching, negotiating, and stewarding the relationship, not operating the infrastructure itself.

Next Steps



If you are evaluating compute or data center options, we are glad to begin with a complimentary needs assessment no obligation, no cost. This typically results in a short list of well-matched providers along with our reasoning, so you can make an informed decision whether or not you choose to proceed with Vito.