

E-book

Engineering Momentum for Modern Platforms

Private cloud built for SaaS, ISVs and
AI-native platforms.



Contents

- Optimize workload placement for predictable economics**3
 - Cost pressure frequently surfaces across areas such as:3
 - Outcomes we deliver include:3
- Scale AI with governance and cost control**4
 - Platform teams must manage pressures such as:4
 - Outcomes we deliver include:4
 - Expanding AI delivery models for enterprise customers4
- Build resiliency that protects revenue**5
 - Outcomes we deliver include:5
- Simplify operations across hybrid environments**6
 - Common operational friction points include:6
 - Outcomes we deliver include:6
- Why Rackspace Private Cloud for SaaS, ISVs and AI-native platforms**7
 - With Rackspace, you gain:7
- Outcomes across the platform lifecycle**7
 - Product acceleration7
- Key Rackspace capabilities for platforms**8
- About Rackspace Technology**9
 - Next steps9



As SaaS, ISVs and AI-native platforms scale, CIOs and technology leaders carry increasing operational responsibility across cost, performance and risk. AI is becoming central to the product experience, customer expectations for uninterrupted performance continue to rise, and boards are pressing for tighter margin discipline.

In this environment, many platform leaders are re-evaluating how infrastructure is deployed and operated. Private cloud and hybrid architectures are emerging as a strategic foundation for platforms that require predictable economics, sustained performance and stronger governance control.

At the same time, infrastructure economics are becoming more difficult to predict. GPU workloads expand quickly, multi-tenant architectures increase governance exposure and highly visible public cloud outages have sharpened awareness of concentration risk. As platform adoption accelerates, operational complexity compounds across finance, engineering and security teams.

When infrastructure is architected for control, predictability and resiliency, platform leaders regain the stability required to protect revenue, strengthen cost discipline and accelerate product momentum with confidence. Rackspace Private Cloud provides that foundation.

Modern private cloud strategies begin with a simple question: where should each workload run to best support product economics and operational resilience?

Optimize workload placement for predictable economics

Platform businesses operate on infrastructure-intensive models where many workloads are steady-state, high-density and persistent, yet priced under consumption frameworks originally designed for elasticity. As usage scales, structural costs often expand in ways that erode margin clarity and financial control.

Cost pressure frequently surfaces across areas such as:

- ✓ Egress exposure that scales with customer growth
- ✓ Storage expansion tied to product data accumulation
- ✓ Persistent compute premiums applied to long-running workloads
- ✓ GPU price volatility driven by demand cycles
- ✓ Redundant redundancy introduced to mitigate risk

Modern platforms require workload placement decisions aligned to product economics and margin objectives, not default hyperscaler patterns. A deliberate right-place strategy allows leaders to repatriate predictable workloads while retaining elasticity where it creates measurable business value.

At Rackspace Technology, we design hybrid architectures that balance performance, governance and long-term cost alignment.

Outcomes we deliver include:

- ✓ Strategic workload repatriation for steady-state compute and storage
- ✓ Hybrid architectures aligned to performance and financial targets
- ✓ Improved cost transparency across products and tenant environments
- ✓ Capacity modeling integrated with FinOps governance frameworks
- ✓ Structural reduction in long-term cloud spend

With infrastructure aligned to product strategy, financial performance becomes more predictable and sustainable. This discipline becomes even more critical as platforms expand into AI-driven workloads.



Scale AI with governance and cost control

AI has become a primary driver of differentiation for modern platforms, but scaling AI introduces operational and financial complexity that can expand quickly without architectural discipline. Training and inference workloads demand sustained GPU capacity, models often execute continuously in production environments, and multi-tenant isolation requirements add another layer of governance scrutiny.

Platform teams must manage pressures such as:

- ✓ GPU-intensive training and inference at scale
- ✓ Continuous model execution across production environments
- ✓ Secure isolation in multi-tenant AI deployments
- ✓ Expanding regulatory and compliance mandates
- ✓ Heightened expectations around data governance

Without deliberate infrastructure design, AI investments can expand cost of goods sold faster than revenue growth. Leaders need environments that support sustained AI performance while maintaining financial control and compliance alignment.

Rackspace delivers AI-ready private and hybrid cloud environments optimized for consistent performance and predictable economics. Through a curated ecosystem of enterprise technology partners spanning virtualization, storage, cyber resiliency and advanced data platforms, we support secure AI operationalization aligned to enterprise standards.

Outcomes we deliver include:

- ✓ Dedicated GPU infrastructure designed for sustained AI workloads
- ✓ Secure segmentation to protect multi-tenant AI environments
- ✓ Governed data architectures aligned to regulatory expectations
- ✓ Controlled scaling from pilot initiatives to full production
- ✓ Predictable AI infrastructure economics tied to growth planning

AI becomes a disciplined growth engine rather than a source of margin volatility.

Expanding AI delivery models for enterprise customers

As AI becomes central to many software platforms, enterprise buyers increasingly require flexibility in how these capabilities are delivered. In regulated sectors, organizations often cannot consume AI applications solely



through public SaaS environments. They may require deployment options in private cloud, hybrid architectures or controlled environments where data governance, security controls and compliance policies can be fully enforced.

We help software providers extend their AI platforms into these environments without redesigning their entire delivery model. By packaging AI applications for private-cloud deployment and operating the infrastructure layer on behalf of the software provider, Rackspace enables vendors to deliver enterprise-grade AI solutions in environments aligned to customer governance requirements.

This approach allows platforms to expand into regulated markets while maintaining a consistent product experience across SaaS, private cloud and hybrid deployments.

Beyond economics and AI scale, platform leaders must also protect revenue continuity as infrastructure risk grows.

Build resiliency that protects revenue

For modern platforms, availability directly influences revenue, brand equity and customer retention. Recent public cloud outages and increasing concentration risk have elevated resiliency from an architectural consideration to a board-level priority. However, building redundancy exclusively within hyperscaler environments can often result in excess idle capacity and duplicated spend that undermines cost efficiency.

A balanced resiliency strategy distributes risk while aligning investment to measurable business impact.

Rackspace architects hybrid resiliency models that reduce single-provider exposure, optimize redundancy placement and integrate cyber recovery into the broader infrastructure design.

Outcomes we deliver include:

- ✓ Hybrid failover architectures that reduce dependency on a single provider
- ✓ Automated recovery workflows designed to accelerate restoration timelines
- ✓ Integrated cyber resiliency powered by Rubrik® and Cohesity®
- ✓ Redundancy strategies aligned to SLA commitments and revenue exposure
- ✓ 24x7x365 managed operations and proactive monitoring

Resiliency becomes embedded within the operating model, protecting ARR while reinforcing enterprise trust.

As infrastructure footprints expand across private and hybrid environments, operational complexity becomes the next challenge to address.



Simplify operations across hybrid environments

As platforms expand across cloud-native and hybrid environments, operational complexity increases across engineering and infrastructure teams. Kubernetes® clusters proliferate, observability tooling fragments across domains and governance policies drift over time. Infrastructure lifecycle management adds additional burden that can distract teams from product innovation.

Common operational friction points include:

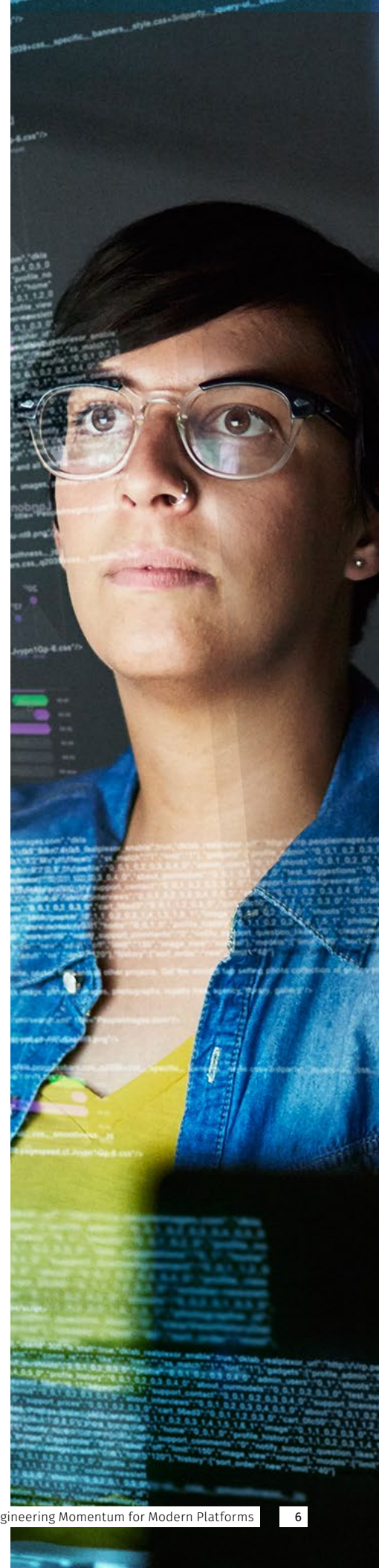
- ✓ Kubernetes sprawl across environments
- ✓ Fragmented observability and monitoring tools
- ✓ Governance drift in multi-environment deployments
- ✓ Ongoing infrastructure lifecycle management demands

Rackspace provides a consistent operating model across private and hybrid environments, supported by enterprise-grade partnerships including VMware® by Broadcom and Dell Technologies™. This unified approach reduces fragmentation and strengthens governance without constraining innovation.

Outcomes we deliver include:

- ✓ Secure private cloud deployments on VMware or Kubernetes
- ✓ Unified observability across hybrid infrastructure environments
- ✓ Managed lifecycle operations and continuous optimization
- ✓ Reduced operational burden on engineering teams
- ✓ Enterprise-grade governance and segmentation controls

As operational friction declines, engineering momentum increases and leadership focus returns to product growth.



Why Rackspace Private Cloud for SaaS, ISVs and AI-native platforms

Rackspace Private Cloud delivers the performance, control and resiliency required for modern platform businesses operating in AI-driven, margin-sensitive markets. Leaders gain infrastructure aligned to product strategy, financial discipline and enterprise trust.

With Rackspace, you gain:

- ✓ Strategic workload placement that reduces structural infrastructure spend
- ✓ AI-ready GPU environments supported by governance and cost controls
- ✓ Hybrid architectures designed for availability and compliance alignment
- ✓ Integrated cyber recovery and data protection capabilities
- ✓ Enterprise-grade infrastructure powered by trusted ecosystem partners
- ✓ 24x7x365 managed operations delivered by global cloud and security specialists

This disciplined foundation supports sustainable innovation while reinforcing financial and operational stability.

Outcomes across the platform lifecycle

Product acceleration

Platform teams strengthen delivery velocity through:

- ✓ Faster release cycles supported by stable infrastructure foundations
- ✓ Secure AI integration within governed environments
- ✓ Improved engineering productivity across hybrid architectures

Result: Innovation scales with operational confidence and reduced disruption.

Margin protection

Technology and finance leaders achieve stronger alignment through:

- ✓ Structural cloud cost reduction enabled by selective workload repatriation
- ✓ Improved cost attribution and FinOps integration
- ✓ Predictable AI infrastructure economics aligned to growth forecasts

Result: Gross margin stability and improved financial clarity across the business.



Enterprise trust

Customer and stakeholder confidence increases through:

- ✓ Multi-tenant isolation and segmentation controls
- ✓ Automated cyber recovery and data protection
- ✓ Infrastructure architectures aligned to compliance mandates

Result: Higher SLA confidence, reduced churn exposure and stronger long-term retention.

Key Rackspace capabilities for platforms

Rackspace supports modern platforms with integrated capabilities that align performance, governance and resiliency:

- ✓ Dedicated GPU infrastructure and AI-ready data environments for sustained AI workloads
- ✓ Secure AI operationalization and enterprise deployment models supported by leading AI and intelligent automation platforms, including Palantir® and Uniphore®
- ✓ Cyber resiliency and immutable backup architectures powered by Rubrik and Cohesity
- ✓ Integrated recovery strategies designed to reduce downtime exposure and protect revenue
- ✓ Secure private cloud deployments on VMware or Kubernetes
- ✓ Managed hybrid architectures supported by unified observability
- ✓ High-performance edge and core environments enabled by Dell Technologies
- ✓ 24x7x365 managed operations delivered by cloud and security specialists



Next steps

You're under pressure to balance growth, margin discipline and resiliency without adding operational drag. The right next step is a focused conversation that aligns infrastructure strategy to business outcomes.

Start with a strategic infrastructure session to:

- Identify workload repatriation candidates and quantify structural cost savings
- Align workload placement to product economics and FinOps governance
- Define scalable AI architecture and GPU capacity aligned to margin objectives
- Establish financial guardrails for sustained AI growth
- Evaluate hybrid resiliency architecture to reduce outage exposure
- Align redundancy investments to SLA and revenue impact
- Strengthen cyber recovery posture across hybrid environments

A single session that delivers clear priorities and measurable outcomes.

Complexity, managed. Momentum, accelerated.

For SaaS, ISVs and AI-native platforms, Rackspace Private Cloud delivers the control, performance and resiliency required to scale confidently in an AI-driven, margin-focused market.

Schedule your infrastructure strategy session today.

1-800-961-2888

About Rackspace Technology

Rackspace Technology is a leading end-to-end hybrid cloud and AI solutions company. We can design, build and operate our customers' cloud environments across all major technology platforms, irrespective of technology stack or deployment model. We partner with our customers at every stage of their cloud journey, enabling them to modernize applications, build new products and adopt innovative technologies.

© 2026 Rackspace US, Inc. :: Rackspace®, Fanatical Support®, Fanatical Experience® and other Rackspace marks are either service marks or registered service marks of Rackspace US, Inc. in the United States and other countries. All other trademarks, service marks, images, products and brands remain the sole property of their respective holders and do not imply endorsement or sponsorship.

Rackspace Technology cannot guarantee the accuracy of any information presented after the date of publication.

Rackspace-Brochure-CMMA-Platforms-PR1-TSK-19968 - April 2, 2026

