



Infrastructure. Anywhere.

A CPP PERSPECTIVE

Oh the Places You'll Go with Today's Technologies!



THE “WAITING PLACE” NO MORE

Many of you are probably familiar with the beloved Dr. Seuss' book – *Oh, the Places You'll Go!* – a tale about life, its mysterious journey of ups, downs, triumphs and disappointments, and the unconquerable combination of hope, imagination, and creativity. (If you haven't read it in the while, I definitely recommend revisiting it: <https://archive.org/details/oh-the-places-youll-go/mode/2up>)

It came to mind for me recently as I was thinking about the many new technologies that have emerged in the last few years. The hope, the promise, and the seemingly limitless nature of their potential seem like a perfect adaptation of Dr. Seuss' words for these modern times.



About the Author: Paul O'Dell *CPP Principal/Sales Director*

Paul O'Dell is CPP Associates' Principal/Sales Director. With nearly 25 years in complex technology solution sales, Paul O'Dell held varied sales positions at a variety of pre- and post-IPO organizations including 3PAR, Xiotech Corporation, Berkshire Computer Products and Hewlett Packard Enterprise (HPE). While at the latter company, he was a Top 10 storage representative for nearly a decade.

A partner at CPP, Paul is responsible for leading the sales and marketing teams. His strong consultative nature and technical experience has also made him instrumental in developing CPP's proprietary Infrastructure Anywhere Assessment approach.



Companies large and small are on the cusp of a great adventure when it comes to the technological advances brought about by visionaries like **OpenAI, Nvidia, AMD, Intel,** and **AWS**, and those of the leading SaaS companies offering solutions like **Office 365, SAP, ServiceNow** and **Salesforce**. Yet, many are choosing to stay in “the Waiting Place,” which Suess describes in this book as, “a most useless place.”

Apologies to Dr. Suess; I’m obviously an IT guy, not a poet. But you get my gist. There are many companies stuck in “the Waiting Place,” paralyzed by the many unknowns and the newness of it all. But the good news is that there is knowledge and experience in the industry to support organizations of all shapes and sizes in getting unstuck and moving on to the exciting journey these technologies represent.

IN THE SPIRIT OF DR. SUESS:

Unsure, Uneasy. What will it cost?
Who should we call if
we find ourselves lost?
Do we hire? Do we fire?
There’s so much to learn.
How much will we pay?
How much will we earn?
Do we do it in the cloud?
Should we be quiet or loud?
Do we do it here? Do we do it there?
Do we do it NOW? And if so, HOW?

“CONNECTIVE TISSUE” AND THE FUTURE OF BUSINESS INNOVATION

One of the most important things to realize as you start this journey is that these transformative technologies are just muscles and bones with minimal connectivity or natural integration to allow them to function together in a powerful way. They are missing the “connective tissue” that can make all of these great inventions work together.

That connective tissue can be found in the rapidly evolving landscape of **artificial intelligence (AI)**, and **large language models (LLMs)**, two revolutionizing forces that are driving innovation and efficiency across various industries. Companies like **Hewlett Packard Enterprise (HPE)** and **Molecula** are at the forefront of this revolution, offering cutting-edge solutions that leverage the power of AI and LLMs to address complex business challenges.





LLMs, such as GPT-4 and BERT, are AI models trained on vast amounts of text data, enabling them to understand context, translate languages, and generate human-like text. These capabilities have far-reaching implications, with applications in sectors ranging from healthcare to finance. HPE has positioned itself as a strategic partner for AI, introducing a suite of solutions designed to accelerate the AI journey from proof of concept to production. **HPE GreenLake for Large Language Models** is a prime example, combining HPE's AI software with supercomputers to enable enterprises to train and tune AI models on demand.

Molecula's approach is to focus on organizing and using data optimally. Its patented **FeatureBase solution** utilizes binary tree indexing to improve performance and efficiency of analytics and vector queries by reducing I/O operations. Its new model for laying out data has seen some clients experience a **ten-fold improvement in performance** over solutions like Snowflake and Databricks.

In addition, **Molecula's Ensemble solution** has truly democratized AI and LLM by creating a platform built on models that allow for "citizen data scientists" to emerge. Over 98% of the world's data and content remains beyond the reach of AI as it is trapped in silos and SaaS platforms. Ensemble helps unlock it. Instead of employing an army of data scientists and investing extreme amounts of money to just set the stage for experimentation, the data intelligence team at CPP recommends that companies consider Ensemble instead. It has built a lot of models already and layers them

on top of FeatureBase. In less than a few weeks and for much less than the cost of a single data scientist, you can provide real insights and value to your company.

In addition to LLMs, another technology that is revolutionizing safety, efficiency, and security across different sectors is **Vision AI**. Vision AI leverages AI algorithms and deep learning models to analyze images and draw insights based on specific criteria. It enables computer vision to understand, recognize, and analyze visual data, leading to improved operational efficiency, enhanced safety, and immediate response capabilities.

The possibilities today for leveraging/ harnessing technology to enhance the human experience are absolutely limitless. However, only a small number of companies and people are currently taking advantage of them in a meaningful (and scalable) way. Our team here at CPP has the knowledge and experience to leverage innovative solutions from companies like HPE and Molecula and transform them into the connective tissue needed to truly move the needle forward for your organization.



A great example of this is the **Vaidio AI Vision Platform by IronYun**, powered by HPE ProLiant DL320 Gen11 Servers and NVIDIA L4 Tensor Core GPUs. With its ability to automate tasks, increase accuracy, enhance safety, and provide immediate response capabilities, Vision AI is paving the way for a safer, smarter world.

It's time to step out of "the Waiting Place" and start thinking about all the places you'll go!

TAKE THE NEXT STEP WITH CPP

No obligation consultation to explore how your organization can take advantage of these exciting new technologies.



ABOUT CPP ASSOCIATES

Founded in 2008, CPP Associates is an award-winning IT Solution Provider serving mid- to enterprise sized organizations throughout the U.S. Northeast region. Our solution portfolio includes the most urgent technology needs today, including **Cloud Optimization, Intelligent Automation (Front Office/Back Office), Modern Infrastructure, Cyber Protection and Recovery, and Managed IT Services.**

With a 2:1 ratio of engineers to sales staff (the reverse of what is typical in the industry), we lead with technical acumen, a stringent analytical focus, and a vendor-agnostic perspective. With the highest level certifications and strong, long-standing relationships with the leading IT manufacturers – such as **Hewlett Packard Enterprise, Microsoft, Fortinet, Palo Alto Networks, Morpheus, Automation Anywhere, and Artic Wolf** – we provide our customers with unparalleled expertise and “concierge-level” consulting and support 24/7/365.

Our proprietary “**Infrastructure Anywhere Assessment**” factors in more than 100 variables to determine the ideal approach for our clients to deploy “cloud-like” infrastructure to maximize agility with increased utilization while at the same time, meeting demanding business requirements with a focus on technology, service level, security, and costs. Keeping with our philosophy that “**high tech without high touch**” will ultimately fail, we are proud of the powerful human connection we establish with our clients which leverages the synergies of trust and respect and drives our respective success.



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