

AIT-HPE Strategic Partnership

Two Leaders, One Vision

Austria's Premier Research Institution + Global AI Leader



Executive Summary



Rough Concept



Strategic Benefits



Team Members



AIT Benefits

AIT × HPE

Two Leaders, One Vision

Advancing Austria's AI Innovation Ecosystem



AIT at a Glance

1,400+

Researchers

€200M+

Annual Revenue

5

Research Centers

50+

Years of Excellence

Austria's Largest Research and Technology Organisation

As Austria's largest Research and Technology Organisation with **1,400+ researchers** and **€200M+ annual revenue**, AIT brings unparalleled research depth in AI, Machine Learning, Cybersecurity, and Digital Transformation. Combined with HPE's enterprise AI infrastructure and global market reach, this partnership positions both organizations at the forefront of Austria's AI innovation ecosystem.



Mutual Strategic Value

What AIT Contributes

- ✓ World-class research expertise in AI, ML, and Cybersecurity
- ✓ Austrian enterprise and government network access
- ✓ State-of-the-art event hosting infrastructure
- ✓ Research credibility and academic reputation
- ✓ Domain expertise: Digital Health, Energy Systems, Autonomous Systems

What HPE Contributes

- ✓ HPE Private Cloud AI Infrastructure (€500k+ value)
- ✓ NVIDIA AI Enterprise software suite
- ✓ Global partner ecosystem access
- ✓ Marketing and operational investment (€52.5k)
- ✓ Technical mentorship and enterprise support



Strategic Alliance Overview

The **AIT-HPE Strategic Partnership** unites Austria's premier research institution with a global enterprise AI leader. This is not merely a sponsorship arrangement—it represents a **strategic research alliance** where AIT's world-class research capabilities meet HPE's enterprise-grade AI infrastructure, creating unique value for Austria's innovation ecosystem.

AIT contributes: Research credibility through 50+ years of excellence, access to Austrian enterprise and government networks, state-of-the-art hosting facilities, and domain expertise across AI, Cybersecurity, Digital Health, and Autonomous Systems. **HPE contributes:** Private Cloud AI infrastructure valued at €500,000+, NVIDIA AI Enterprise software suite, global partner ecosystem access, and €52,500 in marketing and operational investment.

The 48-hour intensive Datathon will produce **actionable AI prototypes** addressing real-world challenges in AIT's core research domains—Sustainable AI, Healthcare Innovation, Smart Infrastructure, and Open Innovation. These prototypes represent potential **joint IP opportunities**, publication material for AIT researchers, and market-ready solution concepts demonstrating both partners' capabilities.

Strategic Recommendation: This strategic alliance positions AIT as the anchor research institution for enterprise AI innovation in Austria. By contributing research expertise, facilities, and network access while leveraging HPE's €500k+ technology investment — AIT demonstrates leadership in translating academic excellence into industry impact. This partnership establishes a replicable model for future strategic collaborations.



Strategic Vision

This partnership positions **AIT as the anchor research institution** for enterprise AI innovation in Austria, while enabling **HPE to establish market leadership** in the Austrian AI solutions sector. Together, both organizations advance Austria's position as a European hub for AI research and enterprise innovation.



The Initiative

A **48-hour intensive Datathon** bringing together Austria's top AI talent to address real-world challenges in AIT's core research domains. This collaborative event demonstrates both partners' commitment to advancing Austrian AI innovation while generating tangible research outcomes and prototype solutions.



Key Metrics



Partnership Outcomes

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AIT Benefits

July
17

Rough Concept

48-Hour Datathon Event at AIT Premises

AIT × HPE

Combining AIT's research excellence with HPE's enterprise AI infrastructure



48-Hour Agenda

Day 1 - Friday

14:00 Registration & Check-in

Welcome packages, team formation support

15:00 Opening Ceremony

Welcome by AIT & HPE leadership

15:30 Challenge Briefing

Detailed problem statements and success criteria

Day 2 - Saturday

08:00 Breakfast

Fuel up for the day

09:00 Morning Check-in

Progress reviews with mentors

12:00 Lunch Break

Networking and informal discussions

Day 3 - Sunday

08:00 Breakfast

Final morning meal

10:00 Code Freeze

All development must stop

10:30 Presentation Prep

Teams prepare final pitches

12:00 Final Presentations

5-min pitches to judges



HPE Technology Infrastructure

Enterprise-grade AI platform powering all challenge tracks



Challenge Tracks



Partnership Investment

Total: €35,000 funded by partners (AIT contributes premises & data)

Budget Allocation



Research Outcomes for AIT



Partnership Success Metrics



Milestone Plan

Key milestones for Datathon event (Target: Mid-June 2026)



Lead: Raphael NEUHERZ

PARTNERSHIP BENEFITS

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AIT Benefits



Strategic Partnership Value

Strategic value created through the AIT-HPE research alliance



Strategic Investment Leverage

Maximize impact through intelligent resource pooling between partners

- ✓ 4:1 investment leverage: €35k total initiative value funded by HPE, NVIDIA & Partners
- ✓ Access to €500k+ enterprise technology through partnership
- ✓ Shared operational costs with global technology leader
- ✓ Risk-balanced partnership structure with proven ROI model



Technology & Infrastructure

Enterprise-grade AI capabilities accelerating research excellence

- ✓ HPE Private Cloud AI with dedicated GPU resources
- ✓ NVIDIA AI Enterprise software suite and tools
- ✓ HPE GreenLake hybrid cloud platform
- ✓ Production-ready ML development environment



Talent & Research Pipeline

Connect with Austria's emerging AI leaders and future collaborators

- ✓ Direct access to 50-100 pre-vetted AI professionals
- ✓ Identification of PhD candidates and research talent
- ✓ Industry practitioner connections for applied research
- ✓ Showcase AIT as premier AI research destination

December 2025

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All prices and amounts mentioned in this presentation are non-binding recommended prices and are subject to change at any time.

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Lead: Raphael NEUHERZ

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Team Members



AIT Benefits



Team Members

The dedicated professionals driving the AIT-HPE Datathon partnership

HPE

HPE Team

Leadership & Organisation

Raphael Neuherz

HPE

Sales/Organisation/Lead

Responsibilities: Alignment between members, overall organisation

Jannine Mahone

HPE

WW GTM Hybrid Cloud | Program Manager – Developer Days

Responsibilities: Program Management

Milena Hirschman

HPE

GTM CE Hybrid Cloud

Responsibilities: Alignment with WW PCAI Strategy and Programs

Ulrike Ulrich

HPE

Marketing, Event organisation

Responsibilities: Marketing related staff

Werner Plessl

HPE

Account Manager of AIT

Responsibilities: Customer satisfaction

Stefan Brock

HPE

Executive Sponsor

Responsibilities: Executive know how

Gerald Six

HPE

A&PS Manager

Responsibilities: Business Intelligence

Mailin Ganser

HPE

Marketing, Event organisation

Responsibilities: Marketing related staff

Manfred Traumüller

HPE

Managing Director

Responsibilities: Executive relation

Technical Team

Iveta Lohovska

HPE

Data, AI, and Analytics CTO/Technical Lead (Mentor and expert)

Responsibilities: Overall technical Lead, definition of the tech stack

Patrick Kosak

HPE

Data Scientist

Responsibilities: Function as an Expert/Mentor at the Event, support the attendees with our provided tools

Michael Martin

HPE

Consultant

Responsibilities: Data Scientist

Julia Hanak

HPE

Presales

Responsibilities: Data Scientist

Laura Krone

HPE

Presales

Responsibilities: Data Scientist

Dominic Viola

HPE

Presales

Responsibilities: Data Scientist

AIT

AIT Team

Karl Kugler

AIT

operativer GF and Project Lead AI Factory Austria AI:AT

Responsibilities: Executive relationship

Markus Stöhr

AIT

Co-Lead AI Factory Austria AI:AT

Responsibilities: Technical Executive

Thomas Mayerhofer

AIT

AIT Team Member

Responsibilities: Datathon content

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