

AXIOM CORE GRID

CLIENT DISCOVERY QUESTIONNAIRE

Customized AI Infrastructure and Data Center Solutions

Designed. Built. Deployed. Operated. Scaled.

This questionnaire helps our engineering, construction, cybersecurity, and operations teams understand your objectives and develop a solution aligned with your workload, site, budget, timeline, security requirements, and long-term growth strategy.

CONFIDENTIAL PROJECT INTAKE

Complete electronically in a compatible PDF viewer, save the file, and return it to your Axiom Core Grid representative.

AXIOM CORE GRID

CUSTOM AI INFRASTRUCTURE | DATA CENTER DESIGN | DEPLOYMENT | OPERATIONS

1. Company and Project Overview

CONTACT INFORMATION

Fields marked * are recommended

Company Name

Primary Contact

Title / Role

Email Address

Phone Number

Company Website

Project Location(s)

ORGANIZATION TYPE

☐ Artificial Intelligence

☐ Enterprise / Corporate

☐ Cloud or Managed Service Provider

☐ Government / Defense

☐ Healthcare / Life Sciences

☐ Financial Services

☐ Manufacturing / Industrial

☐ Telecommunications

☐ Hospitality / Commercial Real Estate

☐ Education / Research

☐ Colocation Provider

☐ Other

Other / Additional Description

PROJECT SUMMARY

Briefly describe the project, problem, or business opportunity

What does a successful outcome look like?

2. Business Objectives and Use Cases

PRIMARY USE CASES

Select all that apply

☐ AI Model Training

☐ AI Inference

☐ Generative AI / LLM Workloads

☐ High-Performance Computing (HPC)

☐ Private Cloud

☐ GPU-as-a-Service

☐ Colocation / Hosting

☐ Edge Computing

☐ Enterprise Applications / ERP

☐ Data Analytics / Digital Twins

☐ Disaster Recovery / Business Continuity

☐ Secure or Air-Gapped Computing

☐ Research and Development

☐ Video Rendering / Simulation

☐ Other

Describe the applications, models, platforms, or workloads to be supported

BUSINESS PRIORITIES

Select the three most important priorities

☐ Fast Deployment

☐ Lowest Initial Cost

☐ Lowest Lifecycle Cost

☐ Maximum Performance

☐ Maximum Uptime

☐ Energy Efficiency

☐ Security / Compliance

☐ Future Scalability

☐ Portability / Relocation

☐ Simplified Operations

Additional business requirements or constraints

3. Solution Type and Deployment Strategy

PREFERRED SOLUTION

Select all options you would consider

☐ Turnkey AI Data Center

☐ Greenfield Data Center Development

☐ Expand an Existing Data Center

☐ Dedicated Private AI Environment

☐ Custom Engineered Solution

☐ EdgeVault Modular Platform

☐ Retrofit an Existing Building

☐ Portable / Relocatable Infrastructure

☐ Hybrid Cloud Infrastructure

☐ Unsure - Request Recommendation

CURRENT PROJECT STATUS

☐ Early Concept / Feasibility

☐ Site Selected

☐ Design in Progress

☐ Existing Infrastructure Upgrade

☐ Site Search Underway

☐ Facility Already Available

☐ RFP / Procurement Stage

☐ Immediate Capacity Requirement

Existing facility, site, or infrastructure details

TARGET TIMELINE

☐ Immediate / Emergency

☐ Within 60 Days

☐ 3-6 Months

☐ 12-24 Months

☐ Within 30 Days

☐ Within 90 Days

☐ 6-12 Months

☐ Schedule Not Yet Determined

Target operational date

Is the date flexible? Explain

4. Compute, Storage, and Network Requirements

COMPUTE REQUIREMENTS

- ☐ 8 or Fewer GPUs
- ☐ 16 GPUs
- ☐ 32 GPUs
- ☐ 64 GPUs
- ☐ 128 GPUs
- ☐ 256 GPUs
- ☐ 512+ GPUs
- ☐ Not Yet Determined

Preferred GPU manufacturer / model

Estimated GPU power per unit (if known)

CPU, memory, accelerator, or server platform requirements

STORAGE REQUIREMENTS

- ☐ Under 100 TB
- ☐ 100-500 TB
- ☐ 500 TB-1 PB
- ☐ 1-5 PB
- ☐ 5-10 PB
- ☐ 10+ PB
- ☐ Not Yet Determined

Storage performance, redundancy, backup, or retention requirements

NETWORK REQUIREMENTS

- ☐ 10 GbE
- ☐ 25 GbE
- ☐ 40 GbE
- ☐ 100 GbE
- ☐ 200 GbE
- ☐ 400 GbE
- ☐ InfiniBand / High-Speed Fabric
- ☐ Carrier Diversity Required
- ☐ Dark Fiber Required
- ☐ Not Yet Determined

Internet, carrier, latency, bandwidth, or interconnect requirements

5. Site, Power, Cooling, and Facility Requirements

SITE AND FACILITY

- ☐ Indoor Installation
- ☐ Existing Data Center
- ☐ New Construction Site
- ☐ Remote or Harsh Environment
- ☐ Outdoor Installation
- ☐ Warehouse / Commercial Building
- ☐ Rooftop / Restricted Footprint
- ☐ Site Not Yet Selected

Available square footage

Expansion area available

POWER

- ☐ 208V Available
- ☐ Three-Phase Available
- ☐ Generator Required
- ☐ Battery Energy Storage
- ☐ Utility Capacity Study Needed
- ☐ 480V Available
- ☐ Dual Utility Feed
- ☐ UPS Required
- ☐ Renewable Energy Integration
- ☐ Power Availability Unknown

Available electrical capacity (kW/MW)

Target IT load (kW/MW)

Redundancy level or uptime objective (N, N+1, 2N, etc.)

COOLING

- ☐ Air Cooling
- ☐ Rear-Door Heat Exchangers
- ☐ Chilled Water
- ☐ Heat Reuse Desired
- ☐ Direct-to-Chip Liquid Cooling
- ☐ Immersion Cooling
- ☐ DX / Packaged Cooling
- ☐ Unsure - Request Recommendation

Climate, temperature, water, noise, or environmental constraints

6. Security, Compliance, Cloud, and Software

PHYSICAL AND CYBERSECURITY

- ☐ Controlled Access
- ☐ Video Surveillance
- ☐ Biometric Entry
- ☐ Security Operations Monitoring
- ☐ Zero-Trust Architecture
- ☐ Network Segmentation
- ☐ Encryption / Key Management
- ☐ Air-Gapped Environment
- ☐ Incident Response Planning
- ☐ Ransomware Resilience

COMPLIANCE OR GOVERNANCE

- ☐ NIST
- ☐ CMMC
- ☐ FedRAMP
- ☐ HIPAA
- ☐ PCI DSS
- ☐ SOC 2
- ☐ CJIS
- ☐ ISO 27001
- ☐ Data Residency Requirements
- ☐ Other / Not Yet Determined

Required certifications, standards, policies, or client mandates

CLOUD AND PLATFORM INTEGRATION

- ☐ AWS
- ☐ Microsoft Azure
- ☐ Google Cloud
- ☐ Hybrid Cloud
- ☐ Private Cloud Only
- ☐ VMware / Virtualization
- ☐ Kubernetes / Containers
- ☐ AI Orchestration Platform
- ☐ Monitoring / DCIM
- ☐ Backup / Disaster Recovery

Existing software stack, cloud environment, or preferred management platform

7. Services Requested from Axiom Core Grid

STRATEGY, DESIGN, AND ENGINEERING

- | | |
|---|--|
| ☐ Feasibility Study | ☐ Site Evaluation |
| ☐ Capacity Planning | ☐ Conceptual Design |
| ☐ Detailed Engineering | ☐ Architecture / Layout |
| ☐ Energy Strategy | ☐ Permitting Support |

CONSTRUCTION AND INFRASTRUCTURE

- | | |
|--|--|
| ☐ Site Development | ☐ Building / Modular Construction |
| ☐ Electrical Infrastructure | ☐ Mechanical / Cooling Systems |
| ☐ Fire Protection | ☐ Fiber and Structured Cabling |
| ☐ Physical Security Systems | ☐ Equipment Racks and Containment |

TECHNOLOGY AND DEPLOYMENT

- | | |
|--|---|
| ☐ GPU / Compute Systems | ☐ Storage Systems |
| ☐ Network Fabric | ☐ Cybersecurity Stack |
| ☐ Rack Integration | ☐ Factory Testing |
| ☐ On-Site Installation | ☐ Commissioning and Validation |

OPERATIONS AND LIFECYCLE SUPPORT

- | | |
|---|--|
| ☐ Staff Training | ☐ Standard Operating Procedures |
| ☐ Remote Monitoring | ☐ 24/7 Operations Support |
| ☐ Preventive Maintenance | ☐ Managed Infrastructure |
| ☐ Capacity Optimization | ☐ Expansion / Refresh Planning |

Describe which responsibilities you want Axiom Core Grid to own

8. Budget, Financing, and Growth

ESTIMATED PROJECT INVESTMENT

- ☐ Under \$250,000
- ☐ \$250,000-\$500,000
- ☐ \$500,000-\$1 Million
- ☐ \$1-\$5 Million
- ☐ \$5-\$10 Million
- ☐ \$10-\$25 Million
- ☐ \$25 Million+
- ☐ Budget Not Yet Established

COMMERCIAL APPROACH

- ☐ Capital Purchase
- ☐ Lease / Subscription
- ☐ Financing Requested
- ☐ Phased Deployment
- ☐ Build-Operate-Transfer
- ☐ Managed Service Model
- ☐ Joint Venture / Partnership
- ☐ Open to Recommendations

Budget restrictions, approval process, or financing objectives

FUTURE GROWTH

- ☐ Maintain Current Capacity
- ☐ Double Within 3 Years
- ☐ Triple Within 5 Years
- ☐ 5X Growth Expected
- ☐ 10X Growth Expected
- ☐ Multi-Site Expansion
- ☐ International Expansion
- ☐ Growth Not Yet Determined

Describe anticipated growth, future phases, or expansion triggers

Preferred proposal format or decision criteria

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9. Final Project Details and Submission

SUPPORTING DOCUMENTS AVAILABLE

- | | |
|--|---|
| ☐ Site Plans | ☐ Architectural Drawings |
| ☐ Electrical One-Line Diagram | ☐ Mechanical Drawings |
| ☐ Utility Information | ☐ Equipment List |
| ☐ Network Diagram | ☐ RFP / Scope Document |
| ☐ Photos / Videos | ☐ Budget or Pro Forma |

List any files that will be provided separately

ADDITIONAL INFORMATION

What else should our team know before developing your customized solution?

AUTHORIZATION TO CONTACT

- | | | | |
|--------------------------------|--------------------------------|---|--|
| ☐ Email | ☐ Phone | ☐ Video Conference | ☐ On-Site Meeting |
|--------------------------------|--------------------------------|---|--|

Preferred contact date / time

Preferred response deadline

Completed by

Date

Submission instructions: Save this completed PDF using your company name in the filename, then email it to your Axiom Core Grid representative. Supporting plans, photographs, equipment schedules, and RFP documents may be attached separately. Do not include passwords, access credentials, or regulated personal data in this form.

ONE PARTNER. ONE TEAM. FULLY CUSTOMIZED AI INFRASTRUCTURE.

Designed | Built | Deployed | Operated | Scaled