



Three things kill AI cluster timelines:
the wrong connector spec.
On-allocation optics.
Handoff-telephone between who
designs it and who ships it.

We handle all three.

Petabit Scale architects, builds, and supplies large-scale network infrastructure.
Hyperscaler-grade expertise, strategy, and pricing – for the unique challenges of operating
networks at massive scale.

A Petabit Scale pre-read – for operators building at scale.

Architect, build, supply. One team, no handoff.

AI buildouts compress around three things: optic allocation, captured OEM advice, and the handoff friction between who designs the fabric and who ships it. The work belongs in one place, done by people who've operated the gear. That's the whole shape of the company.

DESIGN	DELIVER	PROCURE
<h2>Architect.</h2> <p>Fabric topology, optical BOM against the silicon, failure-domain analysis of the ECMP choice. We stake a position and defend it with numbers.</p>	<h2>Build.</h2> <p>Cabling, trunking, optics staging, rack turn-up coordination. When the plan changes mid-project — a supplier misses, a spec shifts — we change with it.</p>	<h2>Supply.</h2> <p>Optics and components direct from manufacturers, at the grade of pricing normally reserved for the largest buyers. On-allocation SKUs in volumes other channels can't commit to.</p>

"The team that designs it is the team that BOMs it. No handoff, no telephone-game specs."

Pillar 4 · Execution

WHAT WE WON'T DO

- 01 Sell you the part because the OEM pays us the margin on it. Our recommendation optimizes for the customer's outcome, not our BOM margin on any one line.
- 02 Hand your buildout off to a team that hasn't seen the topology. The team that architects the fabric is the team that ships the optics.
- 03 Treat on-allocation optics as a procurement problem you can solve with a bigger PO. Allocation is a relationship; we earned ours in volume, not by asking nicely.

Four pillars, four outcomes.

Each pillar maps to a customer concern – trust, integrity, value, execution. Anchored in capability, not claim.

<p>TRUST</p> <h3>Carrier-Grade Expertise</h3> <p>We operate at the engineering standard actual carriers set. Our team has run networks at that tier; advice meets the reliability bar a five-9s operator would demand.</p> <ul style="list-style-type: none">• 400ZR / 800ZR deployments at hyperscaler-tier scale• Coherent ZR / ZR+ and long-haul optical transmission• Packet + EVPN-VXLAN fabric at training-cluster scale	<p>INTEGRITY</p> <h3>Vendor-Independent Architecture</h3> <p>Not captured by any one OEM. You get the right design, not the one that pays us best. We'll tell you when the wrong part is the one we sell.</p> <ul style="list-style-type: none">• Cross-vendor BOMs designed to spec, not quota• Public positions on standards that cross brand lines• Willingness to decline a sale when the fit is wrong
<p>VALUE</p> <h3>Hyperscaler Economics Without the Hyperscaler</h3> <p>Pricing leverage and supply access that usually requires Fortune-100 purchasing power – made accessible to operators who need it but don't operate at that scale.</p> <ul style="list-style-type: none">• Direct manufacturer relationships (not three-hop distribution)• Volume procurement of on-allocation SKUs• Delivery when other channels miss	<p>EXECUTION</p> <h3>Architect, Build, Supply</h3> <p>Same team owns design through BOM through ship. Small team, short decision paths, no committee theater. Nimble when the plan changes – and it always does.</p> <ul style="list-style-type: none">• End-to-end engagements with no handoff between scopes• Mid-project scope recovery when suppliers miss• Adaptive when specs shift or buildouts pivot

"We'll tell you when the wrong part is the one we sell. That's the job."

Pillar 2 • Integrity

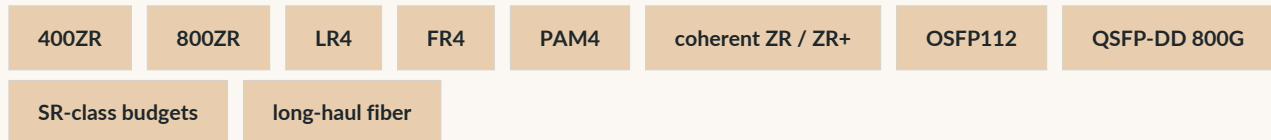
CAPABILITIES

Where we go deep.

The specifics are the point. Precision is respectful. The chips below are the actual vocabulary we use on the gear, on the spec, and on the BOM – not a marketing glossary.

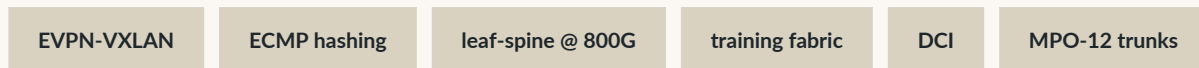
Optical

Optics from short-reach to coherent long-haul, spec'd against the silicon.



Packet & fabric

Training-cluster fabrics, DC interconnect, scale-out leaf-spine.

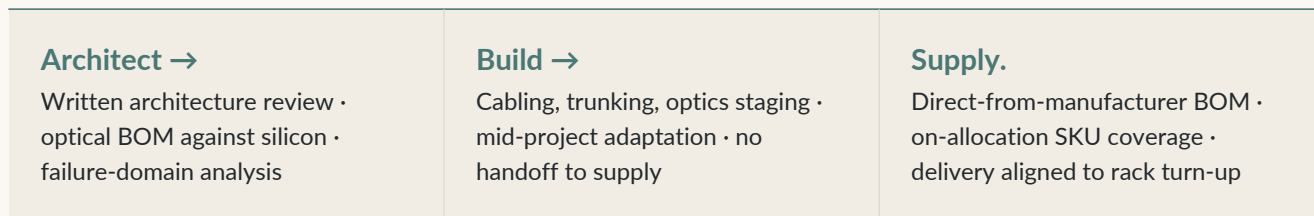


Supply chain

Direct manufacturer relationships. Volumes other channels can't commit to.



HOW THE WORK FLOWS



OPERATORS WE WORK WITH

The roster.

A cross-section of the networks Petabit Scale has shipped work into. Long-haul carriers, interconnection fabrics, managed cloud, hyperscale AI compute, network observability. Different operators, same bar.

GTT

long-haul carrier

Deft

managed cloud · colocation

CoreSite

interconnection fabrics

Zipty Fiber

regional fiber carrier

Vultr

hyperscale cloud · AI compute

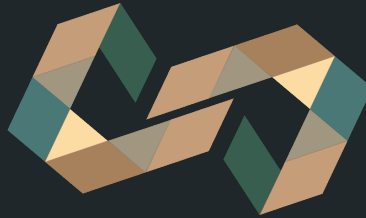
Kentik

network observability

"We'll tell you when the wrong part is the one we sell. That's the job."

Independent advice is the product, whether or not it ships our BOM.

Our customers come back because the advice held up, the gear showed up, and the timeline survived the thing nobody saw coming. The work is judged by what the network does in production, not by how it looked in the slideware.



Networking infrastructure for operators
who can't afford to get it wrong.

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