FOR SUPPLIERS OF AI AND DATA-CENTRE PRODUCTS AND SERVICES

Get in front of vetted buyers in the UK, US, EU and Europe.

Embedica is a provider of AI and data-centre solutions for customers in the UK, US, EU and wider Europe. Customers come to us with a workload and a budget. We turn that into a clear brief and ask suitable suppliers to price it, so you quote against genuine demand instead of cold leads.

Who we work with

Servers, chips and networking
OEMs, ODMs, distributors and integrators.

Memory and storage
Memory, flash, storage systems and data platforms.

GPU and neocloud
GPU cloud and colocation capacity providers.

Models, apps and agents
Model providers, applications and agent platforms.

Why join

- **Qualified briefs.** Each customer requirement is reviewed and screened before it reaches you, so you spend time on real buyers.
- **Clear scope.** You receive workload, volume, timeline and budget range in one structured brief.
- **A visible profile.** Approved suppliers are listed in our supplier directory and can be matched to relevant briefs.
- **One point of contact.** We handle customer questions and keep the thread, so replies stay on topic.

How to apply

1. **Create a supplier account** online, or email us. Confirm your email address.
2. **We vet your company.** We check company details, the products and services you offer, trade references, and export-control and sanctions position.
3. **Approval.** Our team approves, asks for more information, or declines. You can see your own profile and status in your account at any time.
4. **Receive briefs.** Approved suppliers receive relevant customer requirements and reply with quotes.

What we look for

Proven delivery
Evidence you can supply what you quote, at the stated lead time, with warranty and support.

Honest, comparable quotes
Itemised pricing, validity period and what is excluded, so customers compare like with like.

Compliance
Export-control and sanctions compliance, and the right to supply the end customer's country and use.

Responsiveness
Timely replies to briefs and follow-up questions from customers.

Commercial terms

Embedica holds the contract with the customer and delivers the solution as one all-in service. Your prices, terms and supply arrangements are agreed with us in writing before an order is placed. We do not publish rates in this brief.

Information to have ready

- Company name, registration number and registered address.
- Product and service categories, with brands and regions you cover.
- Two trade or customer references we may contact.
- Your export-control and sanctions screening approach.
- A named contact for briefs and quotes.

The briefs we expect

Briefs are likely to cover GPU servers and clusters, rented GPU capacity, memory and storage upgrades, networking, and model, application and agent platforms. Customers may range from SMEs to public sector and regulated industries.

This is indicative only and is not a commitment of future volume.

Apply as a supplier

Create a supplier account at **embedica.ai**, or email us and we will start the vetting with you.

Email info@embedica.ai

embedica.ai/supplier-sign-up