

Over the past year, our strategic technology partners have continued to expand their enterprise AI capabilities with a focus on helping organizations deploy AI securely and at scale. Dell and Lenovo introduced new AI infrastructure and hybrid AI solutions, Snowflake enhanced its AI Data Cloud with agentic AI and enterprise AI services, Seekr advanced secure and explainable AI for regulated environments, and Observe strengthened AI-powered observability and incident response. Collectively, these updates reinforce the industry's focus on agentic AI, data governance, private AI, and delivering measurable business outcomes from enterprise AI investments. Below are some exciting updates.



- Next-generation Dell AI Factory with NVIDIA - Dell added new NVIDIA-powered infrastructure, software and services to help enterprises deploy AI from the desktop to the data center.
- Dell AI Data Platform - Designed to prepare, govern and deliver enterprise data for AI workloads while keeping data close to where it resides.
- New AI Infrastructure - New liquid-cooled PowerEdge AI servers, PowerRack systems, and Exascale Storage support large-scale AI training and inference.
- Agentic AI Focus - Capable of planning, reasoning and executing complex business workflows.
- Deskside AI for Developers - New AI workstations run very large language models locally, enabling organizations to build and test AI applications without relying entirely on the cloud.
- Expanded AI Ecosystem - Broader AI partnerships with NVIDIA, Google Cloud, OpenAI, Hugging Face, Palantir and ServiceNow.

Lenovo

- Hybrid AI - Lenovo runs AI wherever it makes the most sense, allowing organizations to keep sensitive data on-prem while still leveraging cloud AI when appropriate.
- AI Infrastructure - Supports LLM, AI inference, RAG, HPC and GPU clusters.
- Agentic AI - AI systems that can reason, plan and execute multi-step business workflows with governance and oversight.
- AI Services - Provided across the AI adoption lifecycle: AI strategy & advisory; proofs of concept; model deployment; infrastructure implementation; governance and security; and managed AI operations.
- AI PCs - Lenovo is one of the world's largest AI PC manufacturers, offering systems with built-in NPU's.
- Edge AI - The Think-Edge portfolio enables low-latency AI inference without relying on the cloud.
- Broad AI Ecosystem - Major AI partners include NVIDIA, Intel, AMD, Red Hat, Microsoft, Google Cloud, Vmware.



- AI Operating System - SeekrFlow™ is an end-to-end platform for developing and operating AI that's designed to let organizations deploy AI in cloud, on-prem, edge, or air-gapped.
- Agentic AI - Buildable AI agents that are transparent and governed rather than fully autonomous.
- Explainable AI - Explainability capabilities like traceable AI reasoning, source attribution, audit trails and analysis, help organizations understand and defend AI-generated decisions.
- AUI Governance & Evaluation - SeekrGuard delivers validated AI outputs for regulated industries.
- Sovereign and Private AI - Deployment flexibility and data control are emphasized to support data sovereignty and security requirements common in defense, intelligence and critical infrastructure.
- Industry Specific Solutions - Prebuilt AI solutions aimed at sectors like government, defense, finance, telecommunications, utilities and pharma.



- AI Data Cloud - A unified platform for structured and unstructured enterprise data that creates a trusted foundation to reduce data silos that limit AI initiatives.
- Cortex AI - Provides managed AI capabilities directly inside Snowflake without provisioning a separate AI infrastructure.
- Cortex Agents - AI agents that search enterprise data and perform tasks, designed to work with governed enterprise data.
- Document AI - Automates the extraction of information from unstructured business documents.
- ML & Model Hosting - Trains, deploys and manages machine learning models with an end-to-end lifecycle.
- Data Governance - Helps organizations deploy AI while meeting security and regulatory requirements.
- Open AI Ecosystem - Snowflake is model-agnostic and integrates with many leading AI providers and infrastructure vendors for greater flexibility, faster development and collaboration.



- AI-Powered Root Cause Analysis - Correlates logs, metrics, traces and events to identify likely causes of incidents more quickly.
- Natural Language Querying - Allows users to ask questions about system data in plain English.
- Generative AI Assistant - Summarizes incidents, explains errors, and recommends next troubleshooting steps.
- Unified Data Correlation - Automatically links telemetry from multiple sources into a single investigation.
- Anomaly Detection - Detects unusual system behavior and alerts teams to potential issues.
- Automated Incident Investigation - Reduces manual effort by surfacing related events and portable root causes.

Pricing & Supply Chain Update:

Elevated pricing and supply chain shortages continues to be the norm for the technology sector through 2029 according to industry forecasts. Below are some updates from key vendors pertaining to the rest of 2026:

- **Dell Technologies:** Strong AI demand is supporting premium pricing for PowerEdge AI servers, while traditional infrastructure remains competitively priced.
- **HPE:** Similar trend, with GreenLake helping offset hardware pricing pressure.
- **Lenovo:** Continues to compete aggressively on price outside of AI systems.
- **Cisco:** Networking prices remain relatively stable, though AI networking products command premium pricing.
- **Arista:** Management has indicated it is absorbing some higher manufacturing costs to remain competitive.
- **Micron:** Demand memory pricing is entering a sustained upcycle as enterprise SSD demand continues to outpace supply.
- **SanDisk:** SanDisk is not signaling dramatic list-price hikes, but rather steady quarterly increases supported by industry-wide production discipline.
- **Samsung:** Aggressively increasing memory prices throughout the year, with forecasts expecting DRAM contract prices to remain well above 2025 levels throughout 2026.
- **Western Digital:** Moderate to significant price increases continue with contract HDD pricing posting its strongest increases in roughly two years.

Lead Time Alert: Demand for AI infrastructure continues to pressure the supply of GPUs, server CPUs, DDR5 memory, HBM, enterprise SSDs, and AI networking components. Organizations planning deployments later this year should engage early to secure component availability and pricing.

The bottom line:

- AI infrastructure is consuming a much larger share of global memory production.
- Enterprise customers should begin infrastructure planning earlier than in previous years. While general-purpose servers remain available, AI-optimized configurations, high-capacity memory, premium CPUs, GPUs, and high-performance networking components are increasingly subject to allocation and extended manufacturing lead times. Early engagement with Eastern can help secure pricing, production slots, and delivery schedules before constraints become more pronounced.
- Prices are projected to increase in 2027 and remain elevated through 2029.

For the remainder of 2026, expect:

- Enterprise infrastructure (non-AI): 0–5% average price increases
- Storage: 5–20% increases
- AI servers: 10–25% higher pricing, with constrained availability
- Memory- and AI-related components are likely to remain the primary sources of cost inflation.
- Demand increases and supply chain constraints continue to drive prices up.

Organizations planning server refreshes, AI infrastructure deployments, or storage expansions may benefit from locking in pricing and securing allocations earlier rather than waiting for significant price declines, which none of these suppliers currently expect in 2026.

To learn more about AI, how it can effect your business, and how Eastern can work with you to customize an AI gameplan, please contact your Eastern rep or tech lead. If you are new to us, please reach out to Max McDonald @ 203-557-6988 or maxmcdonald@ecei.com to start discussions. We look forward to hearing from you.

Meet Eastern at the Following Conferences this Quarter:

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| • Black Hat USA - 8/1-6, Las Vegas | • VMware Explore 2026 - September, Las Vegas |
| • Ai4 2026 - 8/4-6, Las Vegas | • The AI Conference - 9/29-10/1 - San Francisco |
| • Gen AI Summit LA - 8/26, Los Angeles | • NAB NY - 10/20-22, NYC |

