# Cloud Tech (Q2 2024):

Funding rebounds amid IBM's HashiCorp and RHEL AI plays

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# What's inside?

This Insight covers quarterly updates on Cloud Technology and focuses on our coverage of the <u>Cloud-native Tech</u>, <u>Cloud</u> <u>Optimization Tools</u>, <u>Serverless Computing</u>, and <u>Edge Computing</u> industry hubs.

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Simplifying AI edge deployments

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• Cloud-native Tech and Serverless Computing drive deals

# Key takeaways

## Funding

Edge Computing mega rounds stood out: Cloud Tech funding reached its highest in the past three years, raising USD 3.7 billion across 19 funding rounds (+4x QoQ and +1.5x YoY). Edge Computing accounted for ~82% of the total raised, led by EdgeConneX's (USD 1.9 billion) and DataBank's (USD 725 million) large-debt rounds to expand global data center capacity. Other Edge Computing startups Yondr, Hailo, and Blaize also raised USD 100+ million each, with a notable shift toward growth-stage rounds. Funding in Cloud-native Tech, Serverless Computing, and Cloud Optimization Tools saw significant gains, with Cloud Optimization Tools experiencing an exceptional 45x YoY growth.

## **Product updates**

**Red Hat launched RHEL AI:** Red Hat Enterprise Linux AI (<u>RHEL AI</u>) enables the efficient, flexible deployment of AI models at the edge by providing optimized container images, hybrid cloud capabilities, and seamless integration with enterprise IT operations. It simplifies scaling AI across distributed edge environments, accelerating the adoption of AI-powered applications in resource-constrained, distributed settings.

Focus on edge AI hardware innovation: The edge AI landscape witnessed a flurry of new chip releases, with EdgeCortix, Hailo, and Kneron introducing advanced edge AI accelerators and servers. Incumbents like Intel and AMD also made significant advancements, with Intel launching edge-optimized <u>CPUs, GPUs, and FPGAs</u> and AMD unveiling its <u>Versal adaptive SoC</u>. Alongside these hardware innovations, we noted numerous product announcements focused on enhancing Kubernetes adoption and capabilities in Cloud-native Tech.

## **Partnerships**

#### Simplifying AI deployments and enhancing edge management:

Collaboration between incumbents and disruptors aimed to simplify and enhance AI deployments and edge management. Noteworthy partnerships included <u>Vapor IO and VAST Data</u> integrating edge and core AI systems and Red Hat with <u>Intel</u>, <u>Cloudera</u>, <u>Veeam</u>, and Nutanix to bolster AI, security, and virtualization. Additionally, <u>Dell partnered</u> <u>with Nvidia</u> to accelerate edge AI adoption.

### M&A

IBM acquired HashiCorp: IBM's acquisition of HashiCorp for <u>USD 6.4</u> <u>billion</u> was a strategic move to enhance its hybrid cloud and AI capabilities. By integrating HashiCorp's tools into its Red Hat OpenShift platform, IBM plans to offer customers greater flexibility in cloud deployments. The combination of IBM's expertise (including <u>Red Hat</u>) and HashiCorp's security and management solutions is expected to create a holistic platform tailored for the AI era, strengthening IBM's position in the rapidly evolving cloud and AI market.

#### Cloud-native Tech and Serverless Computing dominate activity: $\ensuremath{\mathsf{We}}$

tracked nine other M&A deals, primarily in Cloud-native Tech and Serverless Computing. Harness bolstered its product portfolio by <u>acquiring Split Software</u>, further strengthening its acquisition-driven growth strategy. Other notable transactions included EQT's <u>purchase</u> of WSO2, Timescale's <u>acquisition of PopSQL</u>, and SUSE's <u>buyout of</u> <u>StackState</u>.

# Industry outlook

As the cloud and Edge Computing industries continue to evolve, several critical developments are shaping the landscape for GenAl adoption. Key players like Red Hat, SUSE, NVIDIA, AMD, and Intel have unveiled innovative products and platforms to enable the deployment of GenAl models across hybrid cloud and edge environments.

Red Hat's RHEL AI and OpenShift AI, for instance, aim to make open-source AI more accessible and enterprise-ready, while partnerships between companies like VaporIO, Dell, and Red Hat are positioning them to capitalize on the GenAI revolution. Additionally, cloud optimization tools are increasingly incorporating AI-based features, such as Red Hat's "Lightspeed" and <u>CAST AI</u>'s AI Advisor, to enhance cloud resource management and governance.

These developments suggest a growing focus on making GenAl more scalable, costeffective, and user-friendly across diverse cloud and edge computing setups, potentially removing key bottlenecks.

# IBM expands cloud and AI capabilities with HashiCorp acquisition and RHEL AI launch

## IBM acquired HashiCorp

IBM announced the acquisition of <u>HashiCorp</u>, a leading provider of multi-cloud infrastructure automation solutions, for USD 6.4 billion.

The acquisition aligns with IBM's goal of creating a holistic hybrid cloud platform designed for the Al era. By integrating HashiCorp's cloud-agnostic infrastructure provisioning and management tools, such as Terraform, into its Red Hat OpenShift platform, IBM aims to provide customers with greater flexibility in their cloud deployments. Additionally, HashiCorp's Vault, a security product for managing sensitive data, can be leveraged to drive revenue growth in IBM's existing accounts and introduce the broader HashiCorp portfolio to new customers.

The acquisition also addresses some challenges HashiCorp has faced in its transition to a SaaS-based subscription model, as IBM's resources and expertise can help the company refocus on its core strengths and deliver value to customers more effectively.

## Red Hat launched RHEL AI

Red Hat Enterprise Linux AI (RHEL AI) is a new platform from Red Hat that makes it easier for businesses to use and develop AI technologies. It combines Red Hat's popular Enterprise Linux operating system with open-source AI models and tools, allowing companies to run and customize AI applications easily on their existing IT infrastructure.

RHEL AI includes AI models called "Granite" from IBM Research, which can be fine-tuned by domain experts using the InstructLab project. It also provides tools for deploying AI models across on-premises servers and public clouds. By making AI more accessible and customizable, RHEL AI aims to accelerate the adoption of AI across various industries.

#### Red Hat Enterprise Linux AI development stack



# RHEL AI aims to make AI development more accessible, customizable, and scalable

Red Hat's recent announcements provided solutions across the AI application development value chain.

Stages	Open-source Al models	Model fine-tuning and enhancement	Deployment and optimization	Production and scaling
Red Hat	RHEL AI includes the open-source licensed Granite family of large language models (LLMs) developed by IBM Research.	Integrates with InstructLab, which provides tools for domain experts to fine-tune and enhance the LLMs.	RHEL AI provides optimized, bootable RHEL container images for deploying the Granite LLMs and InstructLab tools across hybrid cloud environments.	Integrates with Red Hat's OpenShift AI platform, which enables running the AI models and InstructLab tools at scale across distributed cluster environments.
solutions	This provides access to high- quality, transparent AI models as a foundation for applications.	This enables customization of the Al models to specific use cases without requiring extensive data science expertise.	This supports hardware acceleration from AMD, Intel, and NVIDIA to ensure efficient performance of the AI models in production.	This allows enterprises to more easily manage the lifecycle and integration of AI models with their cloud-native applications.



Granite LLMs

## Products

Open-source licensed LLMs from IBM Research for language generation and code assistance



Open-source tools to fine-tune and enhance LLMs using a knowledge and skills taxonomy, based on IBM's LAB methodology



RHEL container images

Lightweight, bootable versions of Red Hat Enterprise Linux optimized for running applications in containers



A hybrid machine learning operations platform that enables running RHEL AI models and InstructLab at scale across distributed cluster environments

# Funding

Analyst Take: Cloud Tech startups raised USD 3.7 billion during Q2 2024. This figure significantly exceeded the average quarterly funding of USD 1.3 billion over the past three years. The resurgence in cloud tech funding mirrored the broader <u>uptick</u> in global venture funding during this period.

Mega rounds from Edge Computing startups stood out, with EdgeConneX's USD 1.9 billion and DataBank's USD 725 million debt rounds to expand global data center capacity comprising ~70% of total Q2 funding. There was also a notable shift toward growth-stage funding, with <u>Yondr</u>, <u>Hailo</u> and <u>Blaize</u> each raising USD 100 million+. Yondr also plans to use the funds for data center expansion, while Hailo, and Blaize focus on advancing GenAl at the edge.

Other notable rounds included <u>Verce</u>'s USD 250 million in Series E funding to advance Al-powered website generation and security products and <u>Harness</u>' USD 150 million in debt funding to enhance its platform with GenAl and acquire <u>Split</u> <u>Software</u>.

# Edge Computing mega rounds stand out; Cloud Optimization Tools makes a comeback

Cloud Tech funding mix (Q2 2024) (USD millions)

Edge Computing	Serverless Computing				
				Vercel 250.0 SurrealD	RunPo_
				Cloud Optimizo	ation Tools
	DataBank				Finout 26.3
	725.0				nOps 20.1
				Harness 150.0	Stac E klet 14.5 S
			Plaiza	Cloud-native T	ech
			106.0		Honeycomb 36.0
EdgeConneX 1,900.0	Yondr 150.0	Hailo 120.0	SiMa.ai 70.0	Aerospike 109.0	Loft Pome rium Labs 13.8 24.0

Source: Funding data powered by Crunchbase

## Funding Funding records a three-year high, led by EdgeConnex and Databank



Funding rounds that involve multiple industry hubs are allocated to the hub with the most significant overlap in scope Source: SPEEDA Edge + Funding data powered by Crunchbase

## Funding Growth rounds lead the charge, early and seed stages also sees uptick



Source: Funding data powered by Crunchbase

# **Product updates**

Analyst Take: IBM's (Red Hat) release of RHEL AI underscores its focus on hybrid cloud as a key enabler of AI. Unlike other tech giants developing proprietary approaches, IBM positions itself as an "open hybrid/multi-cloud provider" that can integrate with competitors' cloud services (AWS, GCP, Azure). By combining infrastructure automation, a leading enterprise Linux distribution, and AI capabilities, IBM aims to provide a holistic solution for enterprises looking to harness AI while maintaining control over their IT environments.

Meanwhile, edge AI chips from companies like EdgeCortix, Hailo, Kneron, Intel, and AMD enable powerful GenAI capabilities on resource-constrained edge devices. These chips accelerate LLMs and multi-modal AI workloads, enabling hybrid cloud-edge architectures that leverage the strengths of both. Software-driven approaches, particularly from EdgeCortix, are democratizing GenAI access by allowing the deployment of edge AI capabilities on existing hardware systems while providing flexible, updatable edge AI solutions that can continuously evolve to meet changing needs.

# Edge AI ecosystem energized by wave of hardware releases

SPEEDA Edge guarterly reports Cloud Tech - Q2 2024 GenAI/AI integration Cloud tech product updates - Q2 2024 (දිටුදු) Version upgrade O→● New product h Feature add-on A release of new product that includes A new product that provides unique functionalities Introducing new functionalities or capabilities improvements, bug fixes, and new features previously not offered to the existing solutions Nvidia Riverbed Technologies **Rafay Systems** Logicmonitor ..... OpenStack www.vwww.VMware 良 Redpanda Data 🛛 👩 Grafana Labs RedHat SUSE Microsoft Pure Storage Alphabet **Cloud-native** SingleStore 🌫 Mirantis Lighbend Kubernetes SUSE SUSE 者 Kong Tetrate Tetrate Tech Scentar CAST AI 🤉 Mirantis Datadog Docker Isovalent \* HAProxy Technologies Cloud @castal CAST AI to Upbound FinOps Foundation Optimization Tools Nerdio G Gcore SP// StackPath Kneron Advantech 🔤 Fastly 👝 Cloudfare AMD intel Intel INILC Hailo Nokia Edge Computing 0 Edgecortix Vertiv Zenlayer 🕝 Akamai Flexnode Pinecone SurrealDB Z ZEDEDA Serverless Computing Databank

Source SPEEDA Edge

## Product updates | Al integrations

# Red Hat democratizes open-source AI with RHEL AI and more; disruptors continue to add GenAl-based features



Cloud-native Tech

## Products to facilitate Gen Al workloads



Is bolstering its AI and machine learning capabilities across its products. The company has launched RHEL AI, a foundation model platform combining RHEL, open-source Granite models, and InstructLab to simplify working with open-source Al. Red Hat OpenShift Al now enables deploying models to edge environments via single-node OpenShift, allowing both predictive and GenAl on a single platform to reduce costs. Additionally, Podman AI Lab provides developers with local workspace to build GenAl apps using sample models before deployment to OpenShift/Kubernetes.

intel

Unveiled NVIDIA NIM, a service offering inference microservices for deploving GenAl applications



Announced its AI strategy and SUSE AI solutions, a new vendorand LLM-aanostic GenAl platform

Launched a series of new chips and FPGAs aimed at expanding AI capabilities to the network edge, including several edge-optimized CPUs and GPUs and the Aailex 5 Series FPGAs



## GenAl-based product enhancements



PURE

Expanded Lightspeed Al across OpenShift and RHEL to boost GenAl-powered user assistance



Unveiled GenAl-based upgrades for Nerdio Manager for Enterprise and Nerdio Manager for MSP, enhancing both platforms

Introduced new anomaly detection features using machine learning (ML) to identify threats like ransomware, malicious behavior, and denial-ofservice attacks



Its LM Envision platform now includes LM Cost Optimization, an Al-based feature to help manage the complexities and costs of cloud infrastructure



Launched an Al-powered observability platform. It uses AI to process and analyze information to identify root causes and initiate automated corrections



Launched an Al Advisor in CAST Highlight to give users guick insights and recommendations for managing their application portfolios more effectively

# Product updates | Edge Computing and Serverless Computing EdgeCortix, Hailo, and Kneron propel edge AI forward with innovative deployment platforms

Edge Computing 🛛 🛑 Serverless Computing

Company	Product	Description	Company	Product	Description
	SAKURA-II	<ul> <li>Unveiled the <u>SAKURA-II</u> edge AI accelerator to handle GenAI tasks efficiently and effectively, especially in restrictive environments at the edge</li> </ul>	G	Gcore Inference at the Edge	<ul> <li>Launched "<u>Gcore Inference at the Edge</u>" to deliver low-latency experiences for Al applications by allowing the distributed deployment of pre-trained machine-learning models to edge inference nodes</li> </ul>
HAILD	Hailo-10	Launched the <u>Hailo-10</u> high-performance GenAl accelerator for lower-latency Al models to run locally at the edge without relying on cloud- based servers	NOCIA	MX Grid	<ul> <li>Introduced <u>MX Grid</u> to enhance operational technology (OT) responsiveness and decision- making in organizations</li> </ul>
Greron	KNEO 330	Launched <u>KNEO 330</u> , its second-generation edge GPT server that can handle AI inference with 48 TOPs of AI computing power	۲ ۲ ۲ ۲ ۲ ۲ ۲ ۲ ۲ ۲ ۲ ۲ ۲ ۲ ۲ ۲ ۲ ۲ ۲	Pinecone Serverless	<ul> <li>Released <u>Pinecone Serverless</u>, a serverless vector database for production deployments, enabling complex AI applications</li> </ul>
VERTIV	SmartRow2	<ul> <li>Launched <u>SmartRow2</u>, a new edge data center solution for streamlined edge deployments with increased scalability and flexibility</li> </ul>		Surreal Cloud	<ul> <li>Released the beta version of <u>Surreal Cloud</u>, a fully managed version of its scalable database solution for serverless applications</li> </ul>
Ζ	ZEDEDA Edge Sync	Launched <u>ZEDEDA Edge Sync</u> to address connectivity obstacles in edge deployments that lack consistent access to the cloud			

# Product updates | Cloud-native Tech and Cloud Optimization Tools Google, Microsoft, and Mirantis announce major Kubernetes additions alongside new Kubernetes version release



# **Partnerships**

Analyst Take: Cloud Tech witnessed several notable partnerships, emphasizing advancements in Al, edge computing, and cloud-native workloads. A key trend is the collaborations aiming to simplify and enhance Al deployments and edge management. Noteworthy partnerships include <u>Vapor IO</u> and <u>VAST Data</u>, integrating edge and core Al systems, and Red Hat with Intel, <u>Cloudera</u>, <u>Veeam</u>, and <u>Nutanix</u> to bolster Al, security, and virtualization.

Dell and NVIDIA's partnership aims to accelerate edge Al adoption through automated deployment and management platforms. Dell's NativeEdge now integrates with NVIDIA's AI Enterprise software stack, enabling developers to deploy AI applications at the edge using frameworks like Metropolis for video analytics and Riva for speech. The NativeEdge platform also integrates with ServiceNow's Now Platform, providing closed-loop automation for orchestrating, managing, and securing Edge Al workloads. These solutions simplify the customer experience and streamline operations, making it easier for organizations to implement and scale AI capabilities at the edge.

# Edge AI ecosystem strengthens through partnerships aimed at GenAI deployment



# Partnerships | Cloud-native Tech and Cloud Optimization Tools Red Hat enhances AI and cloud capabilities through partnerships with Intel, Cloudera, and others



Red Hat <u>partnered</u> with Intel to enhance enterprise AI applications through the product, Red Hat OpenShift AI, leveraging various Intel processor technologies.

The <u>partnership</u> between Veeam and Red Hat aims to provide the necessary tools and support for organizations transitioning to OpenShift virtualization, which involves integrating virtual machines and containers.

Redpanda <u>partnered</u> with Ockam to launch Redpanda Connect with Ockam, a zero-trust streaming data platform developed for large-scale enterprise use.



Red Hat <u>partnered</u> with Cloudera to address growing demand for Al workloads by enhancing cloud infrastructure security and robustness. Additionally, Cloudera is transitioning its public cloud infrastructure to Red Hat's newly unveiled RHEL AI platform.

Nutanix and Red Hat expanded their <u>collaboration</u> to use Red Hat Enterprise Linux as the foundation for Nutanix's cloud platform, providing enterprise-ready Linux capabilities.



The <u>partnership</u> between Anodot and YäRKEN aims to provide a cloud cost management solution that integrates on-premises and cloud environments, leveraging Anodot's Al-based optimization and YäRKEN's platform for aligning tech spend with business objectives.

# Partnerships | Edge Computing Dell and partners collaborate to streamline edge computing and AI deployment

---- Product partnership GenAl/Al partnership

Dell NativeEdge introduced Azure Arc <u>enablement</u> <u>automation</u> to improve the Azure customer experience and enhance security at the edge, simplify edge operations, and advance AI capabilities.

Dell NativeEdge became the first edge orchestration platform that <u>automates</u> the delivery of NVIDIA AI Enterprise, enabling the deployment of NVIDIA AI frameworks on Dell NativeEdge Endpoints powered by NVIDIA-accelerated computing.

VaporIO <u>partnered</u> with VAST Data to simplify AI deployments for organizations, merging Vapor IO's Zero Gap AI and the VAST Data platform into an integrated edge-to-core AI system.

Nearby Computing <u>partnered</u> with Kyndryl to provide combined edge computing services to customers. Kyndryl will use Nearby Computing's NearbyOne platform to simplify the deployment of industry-specific business applications at the edge.



Dell NativeEdge integrates with ServiceNow's Now Platform to enable businesses to extend IT operations from the data center to the edge, simplifying the orchestration, management, and workflow of edge computing resources.

The <u>partnership</u> between Namla and NVIDIA aims to improve the scalability and management of edge AI deployments across various sectors by integrating NVIDIA's technology into Namla's edge AI platform.



VAST

Nearby Computing and Alea <u>partnered</u> to automate and orchestrate Alea's mission-critical communications applications through Nearby Computing's edge computing platform.



Analyst Take: The number of deals during the quarter remained broadly flat (10 vs. 11 in Q1 2024). This was amidst a broader trend where the surge in US M&A activity observed in Q1 2024 experienced a <u>slowdown</u> during Q2.

IBM's USD 6.4 billion acquisition of HashiCorp strengthens its hybrid cloud capabilities by potentially integrating HashiCorp's multi-cloud infrastructure automation tools with Red Hat offerings.

Harness continued its M&A growth strategy, acquiring Split Software to enhance its products. This move comes after Harness' competitor, <u>Octopus Deploy</u>, acquired the struggling Kubernetes continuous delivery expert <u>Codefresh</u> in Q1 2024. Moreover, Suse, <u>Timescale</u>, <u>Cloudflare</u>, <u>Finout</u>, and Vercel enhanced their tech stacks and offerings through acquisitions.

# IBM bolsters cloud capabilities with HashiCorp acquisition during steady M&A period

## Deal spotlight



**IBM** acquired **HashiCorp** for USD 6.4 billion.

Announced date: April 24, 2024 Industry hubs: Cloud-native Tech\*, Cloud Optimization Tools

- IBM acquired HashiCorp for USD 35 per share, a significant premium over HashiCorp's preannouncement trading price of around USD 25.
- HashiCorp's product pillars (Terraform, Vault) align well with Red Hat's (IBM subsidiary) business and IBM's focus on the hybrid/multi-cloud market.
- In 2023, HashiCorp changed its business model, including a <u>shift</u> away from open-source licensing, which drew attention and new competitors.
- The transition to a SaaS-style cloud subscription business was taking longer than planned. The company's gross margins on cloud services were only <u>around 60%</u> (FY 2024), while its traditional support revenue had higher margins at 86%.



Harness acquired Split Software to integrate its capabilities and strengthen Harness's offerings.

Announced date: May 29, 2024 Industry hubs: Cloud Optimization Tools\*, Cloud-native Tech

- Harness, a cloud-based software delivery platform, entered an agreement to acquire Split Software Inc., a company that specializes in feature flag management and experimentation.
- The acquisition will allow Harness to provide a more robust software delivery platform, including the ability to run A/B tests and measure the performance of new features.
- This is Harness' second acquisition in 2024 and its seventh overall. In <u>January 2024</u>, the company acquired Armory, a continuous delivery platform company, for USD 7 million. This acquisition announcement comes just weeks after Harness secured a <u>USD 150 million</u> debt financing round, backed by Silicon Valley Bank and Hercules Capital.

## M&A Activity centered around Cloud-native Tech and Serverless Computing

Serverless Computing

**Cloud-optimization Tools** 

#### **Cloud-native Tech**



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